

FIG. 1A

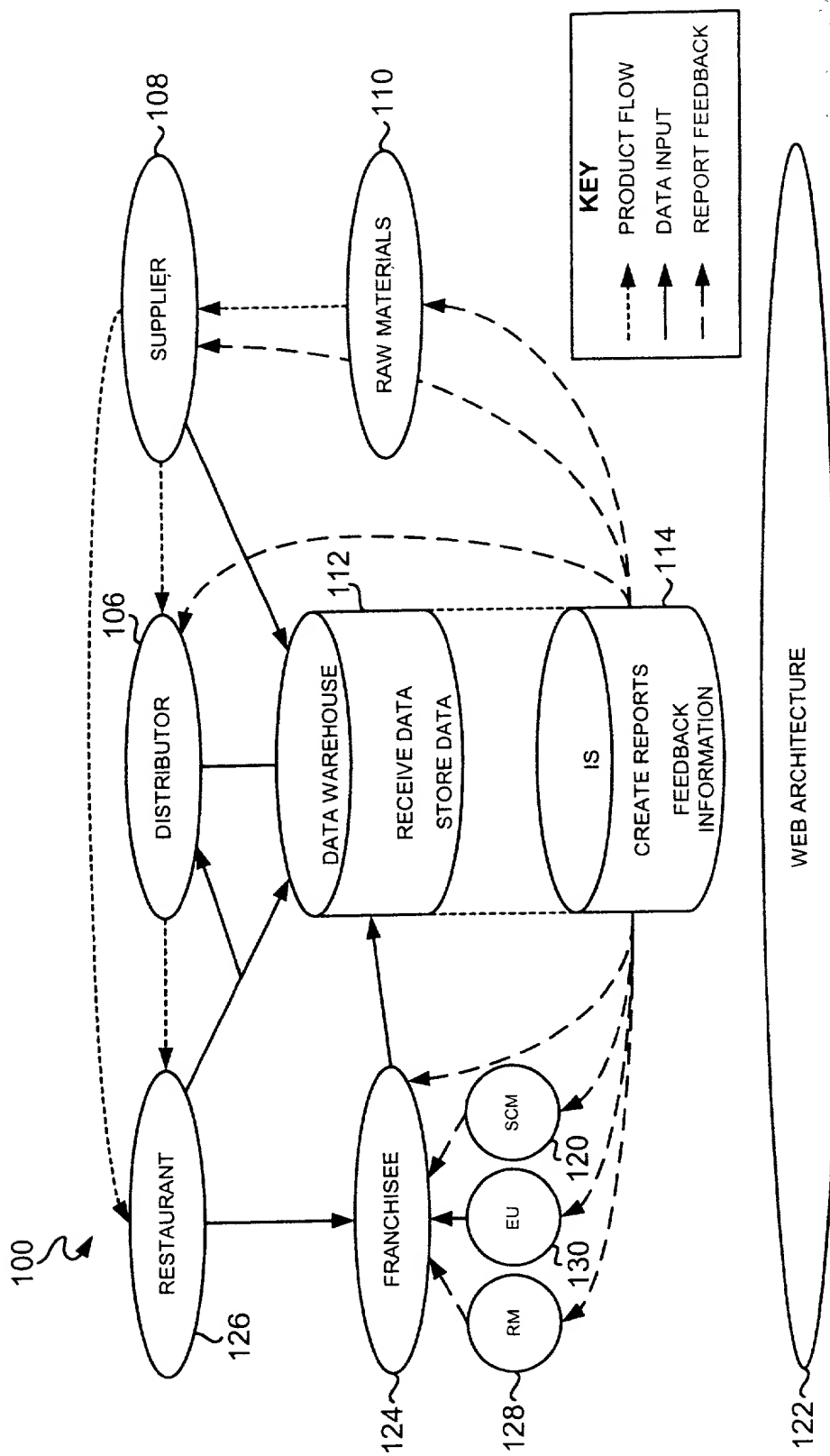
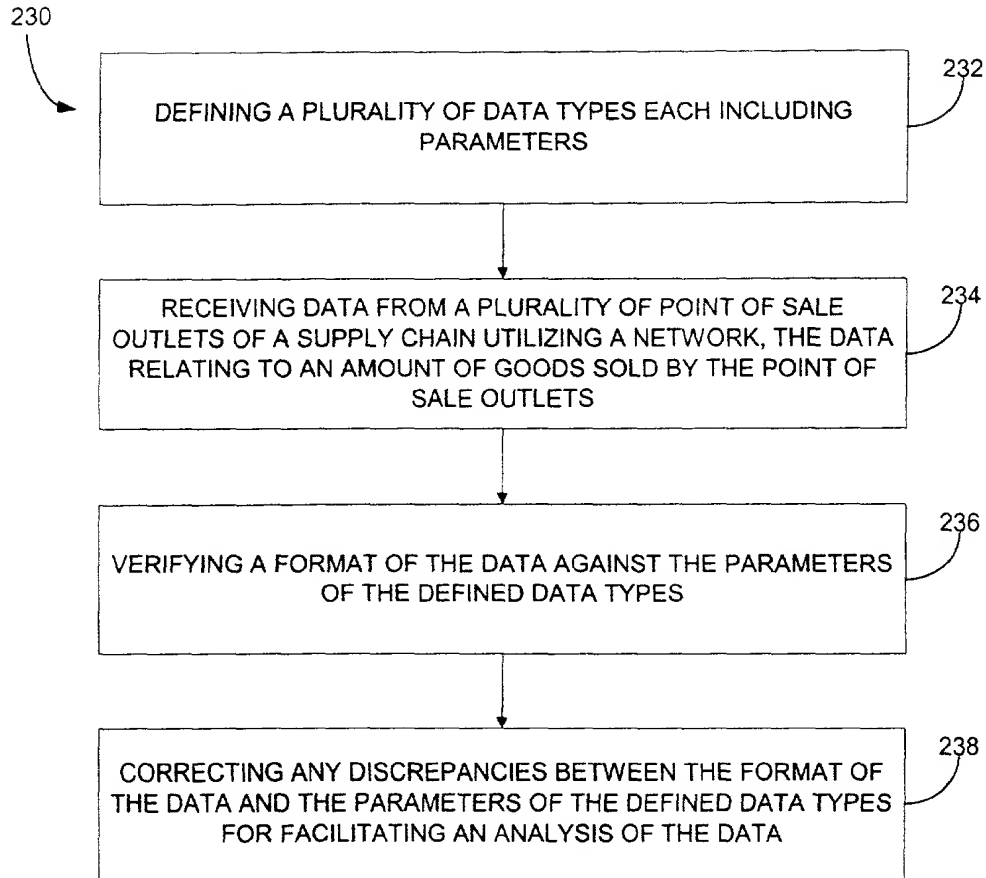
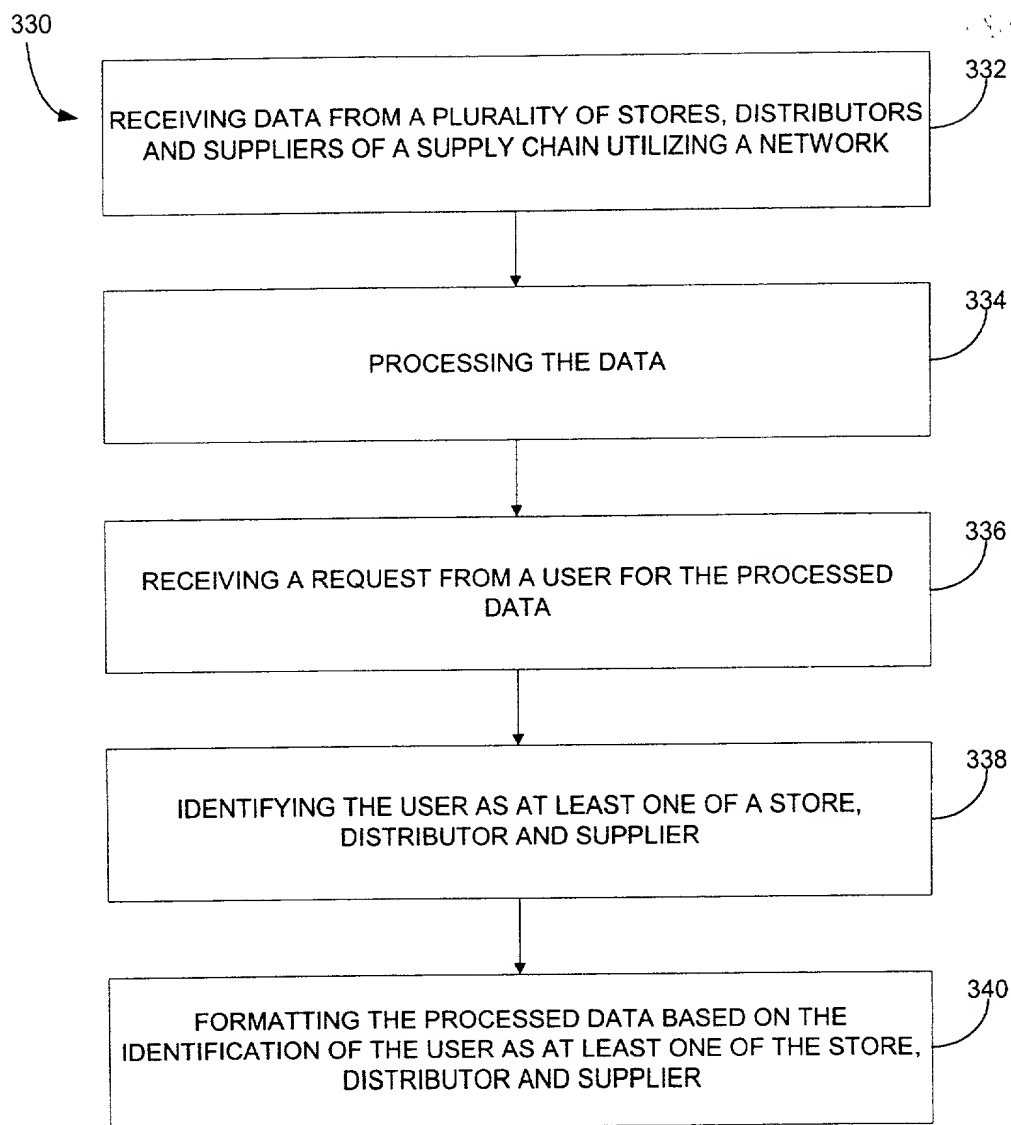


FIG. 1B



**FIG. 2**



**FIG. 3**



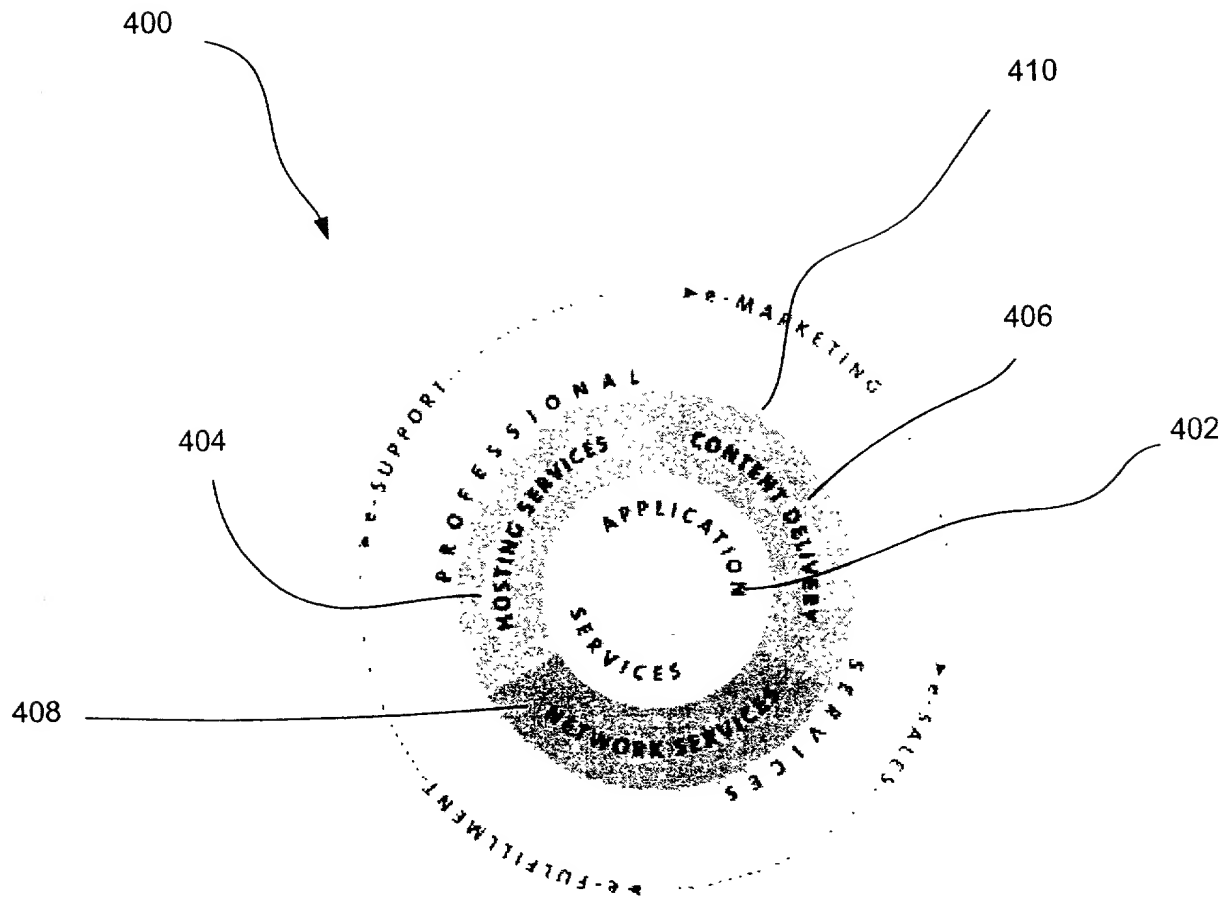
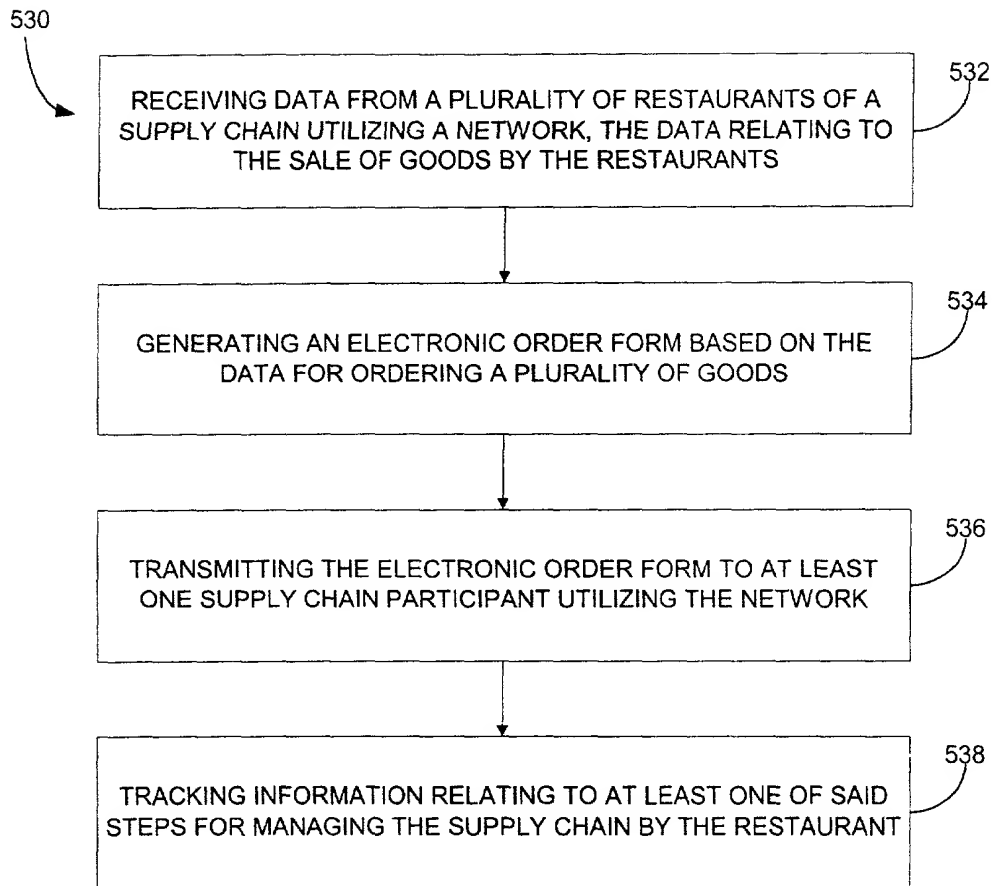
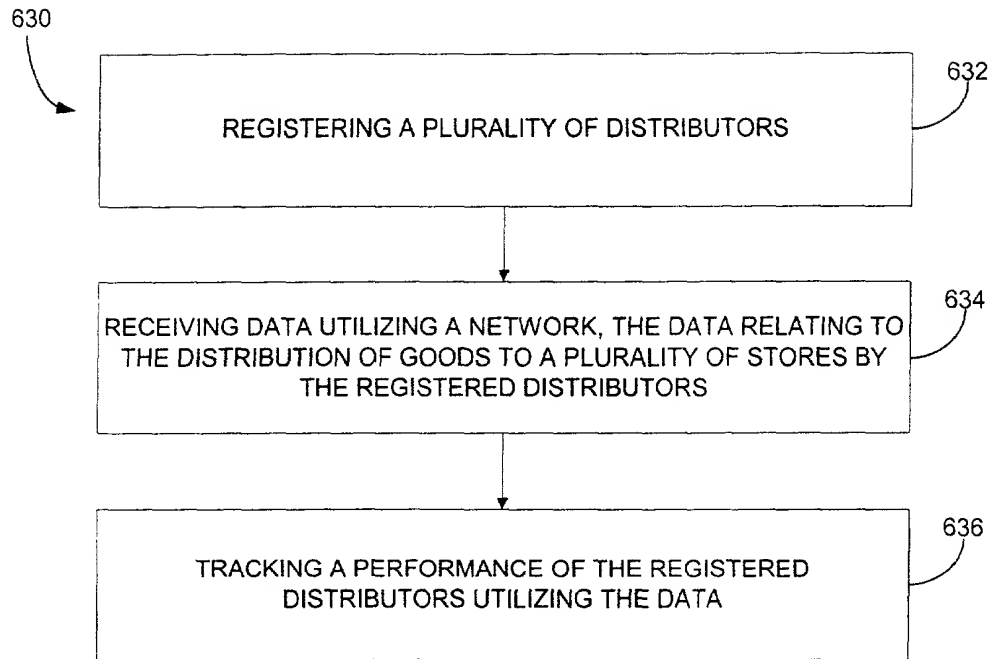


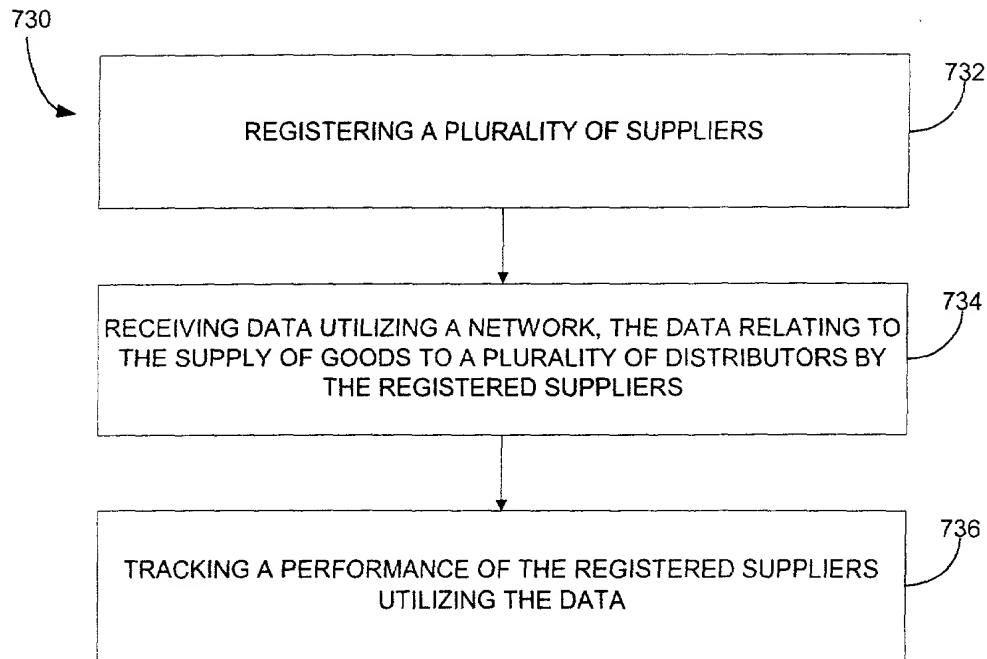
Fig. 4



**FIG. 5**



**FIG. 6**



**FIG. 7**

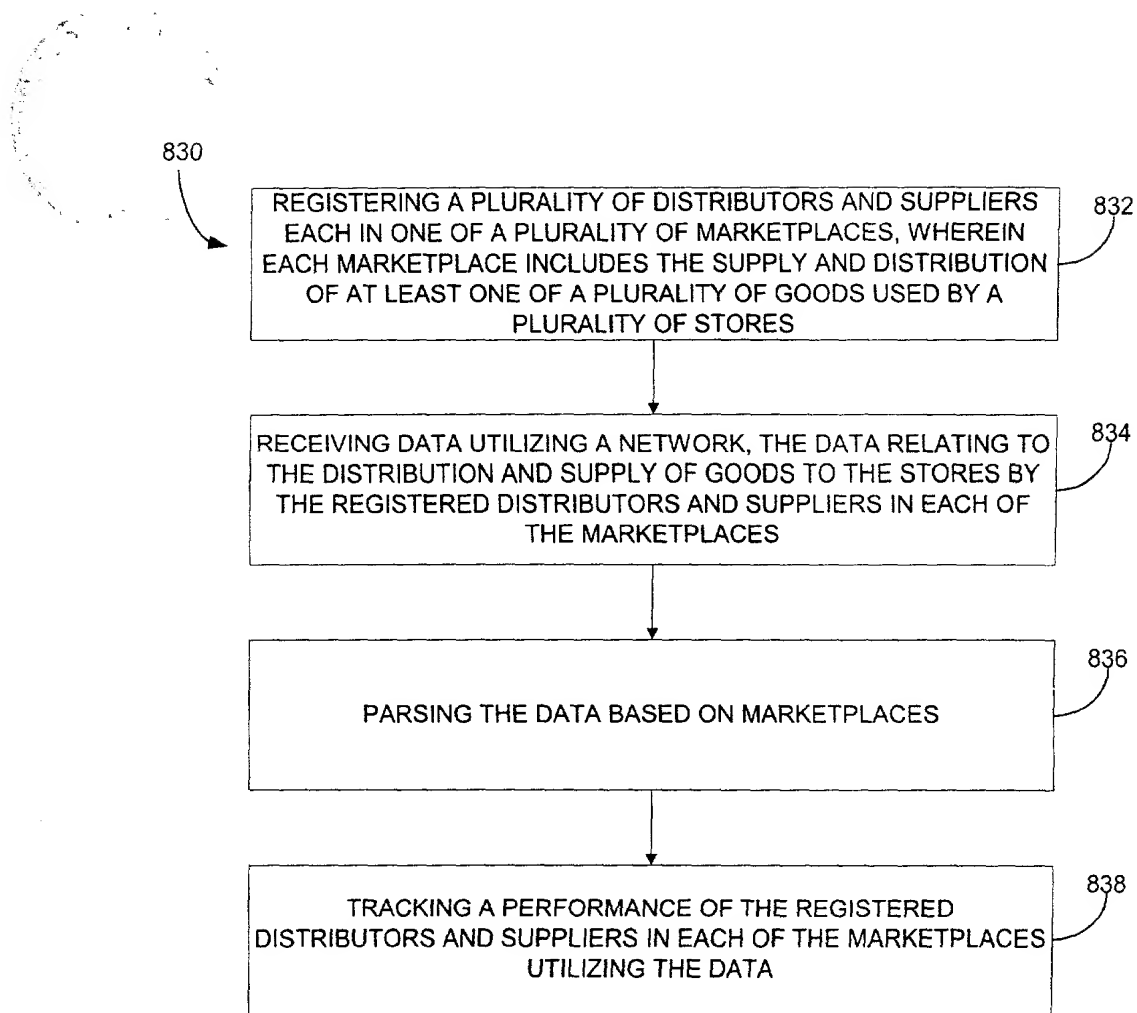
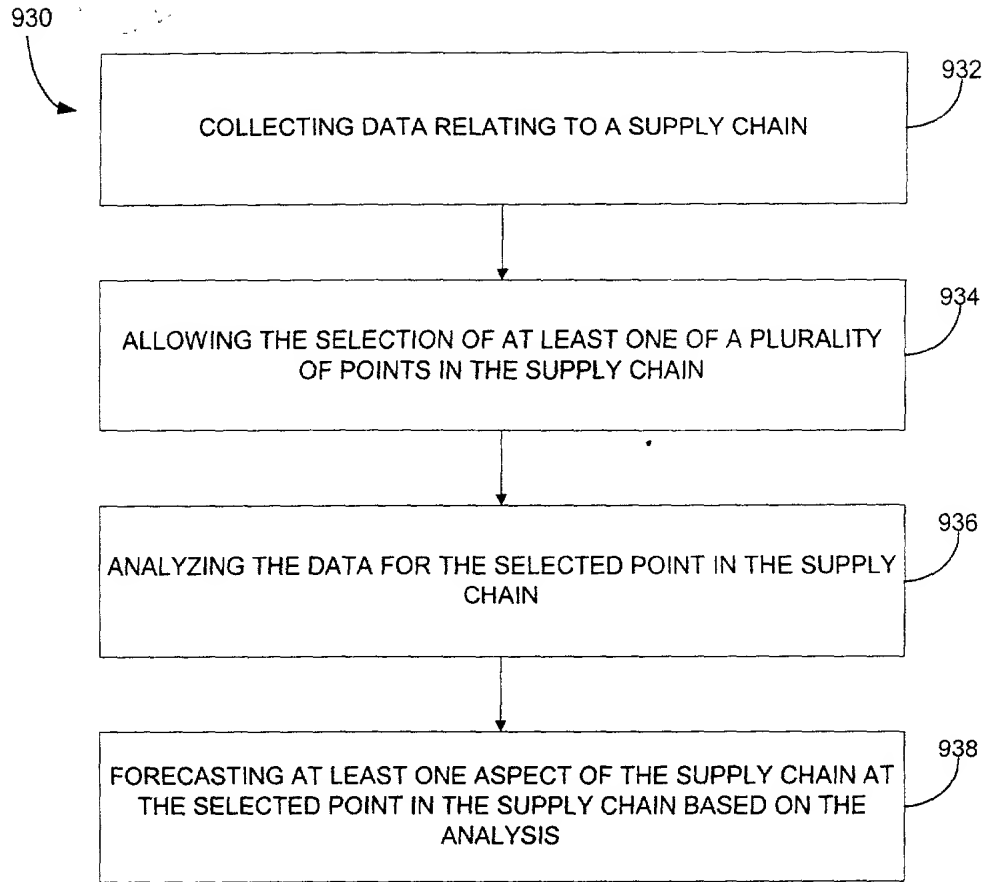
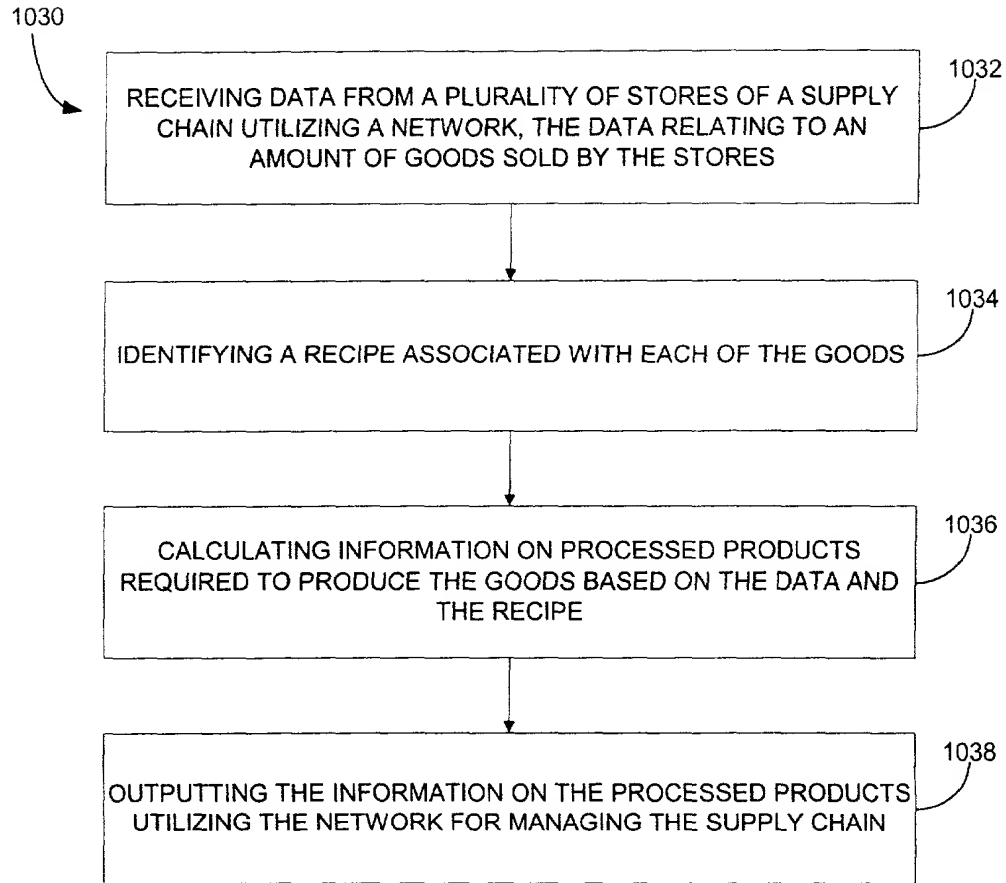


FIG. 8



**FIG. 9**



**FIG. 10**

0946093-070621  
FIG. 11

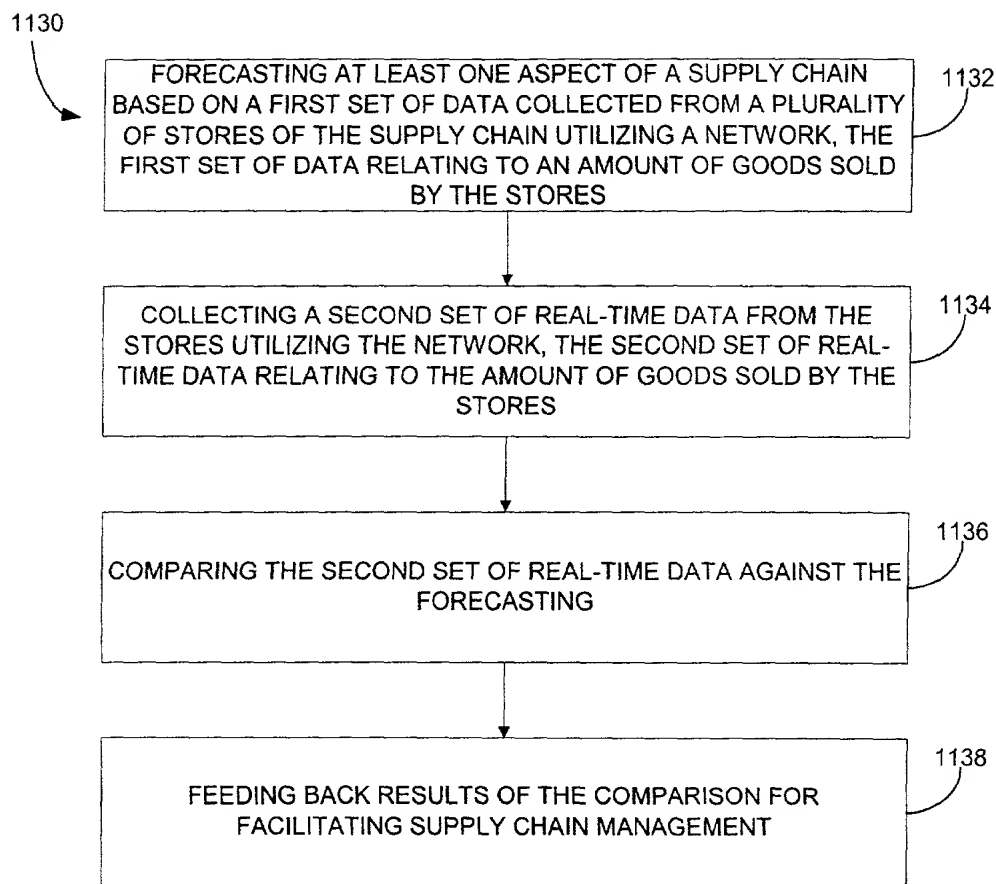


FIG. 11



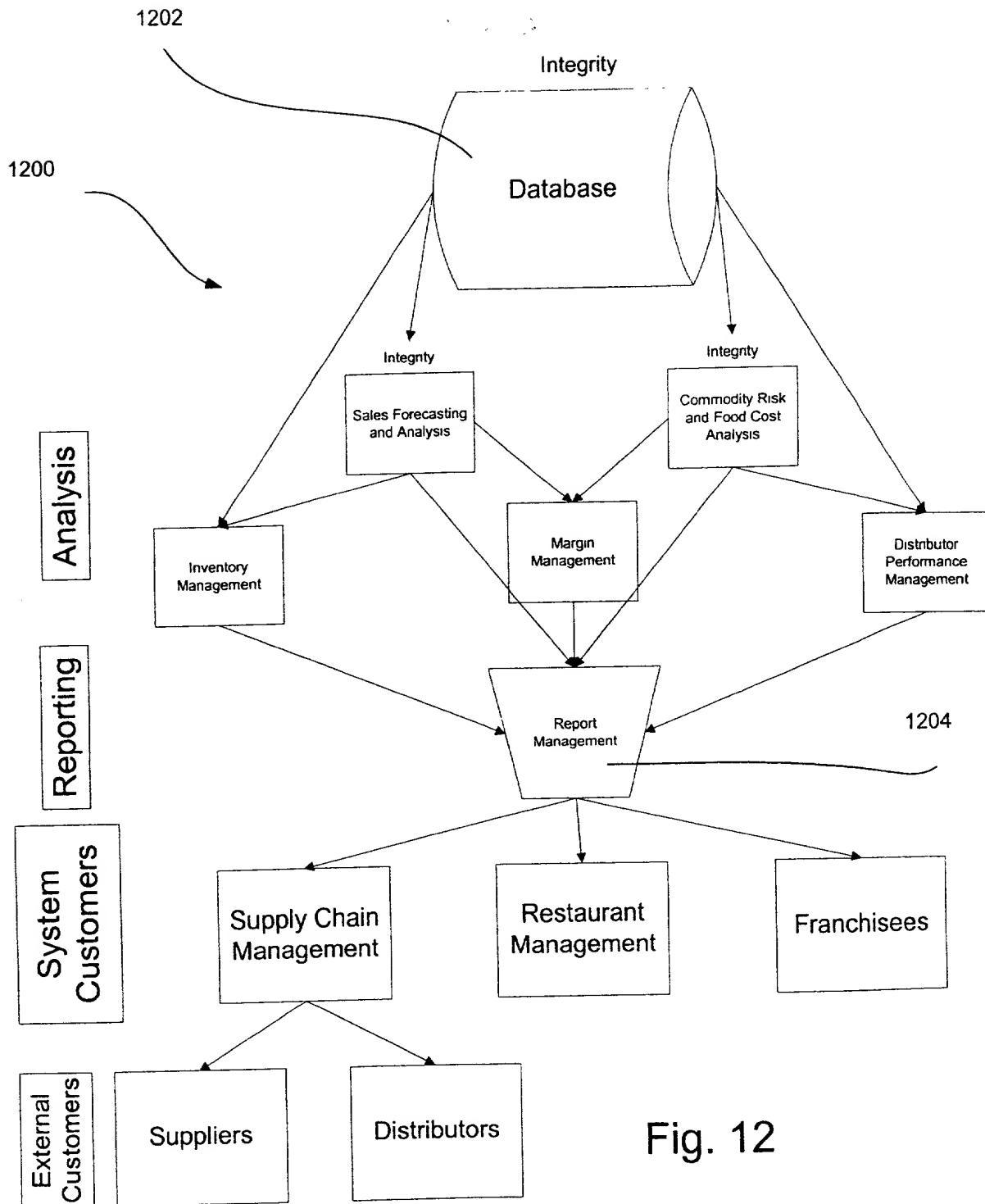
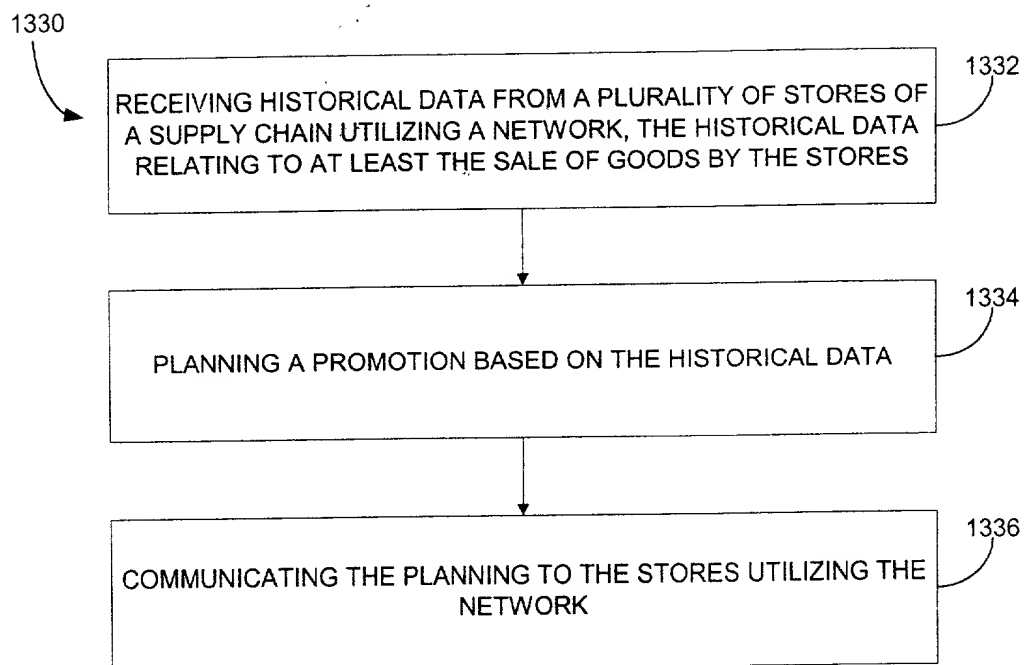
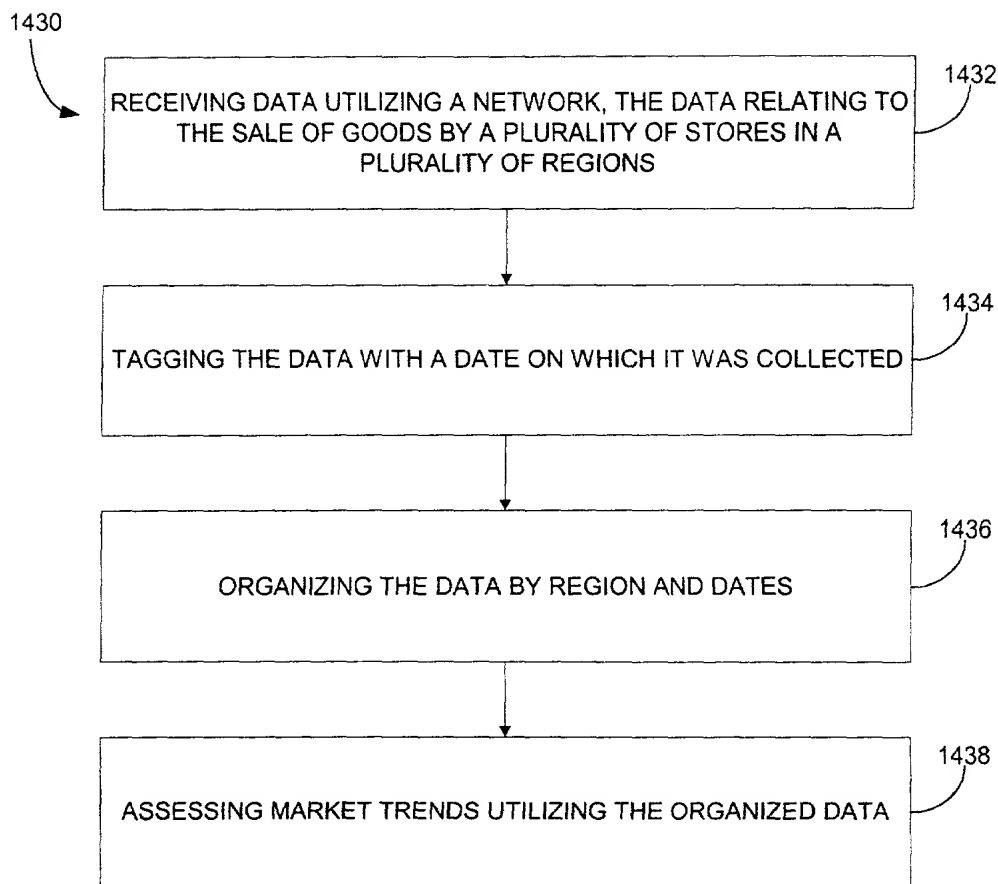


Fig. 12

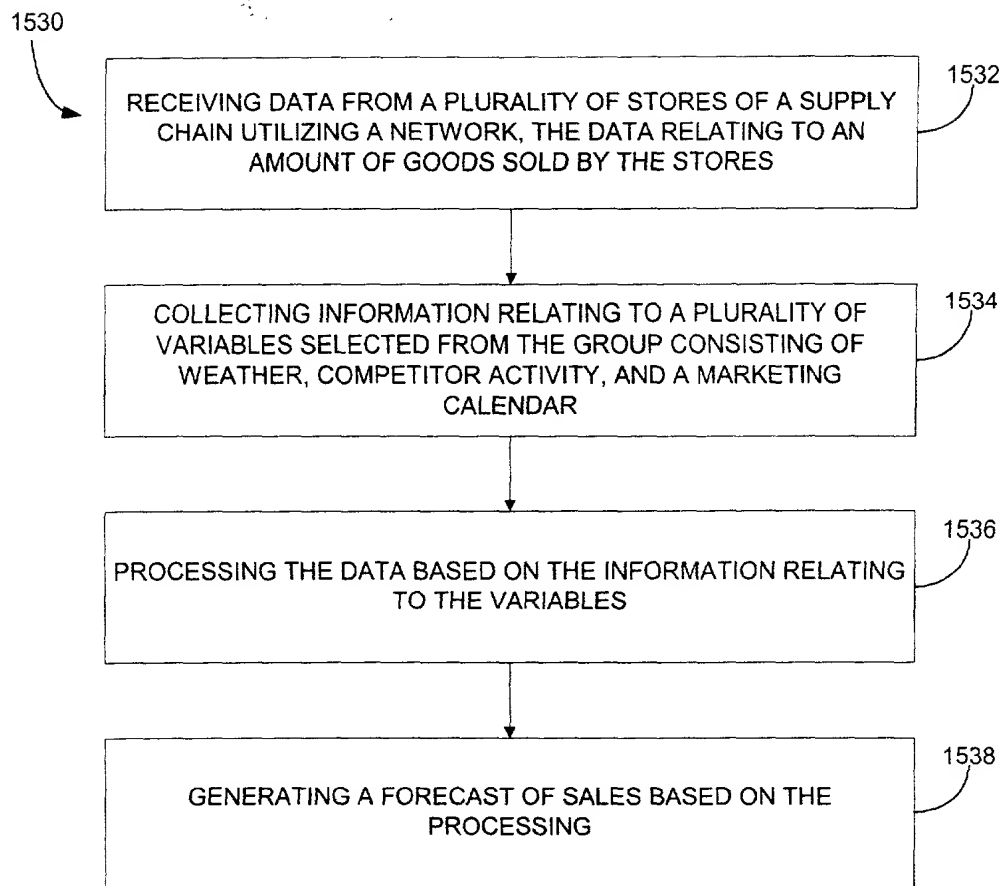


**FIG. 13**

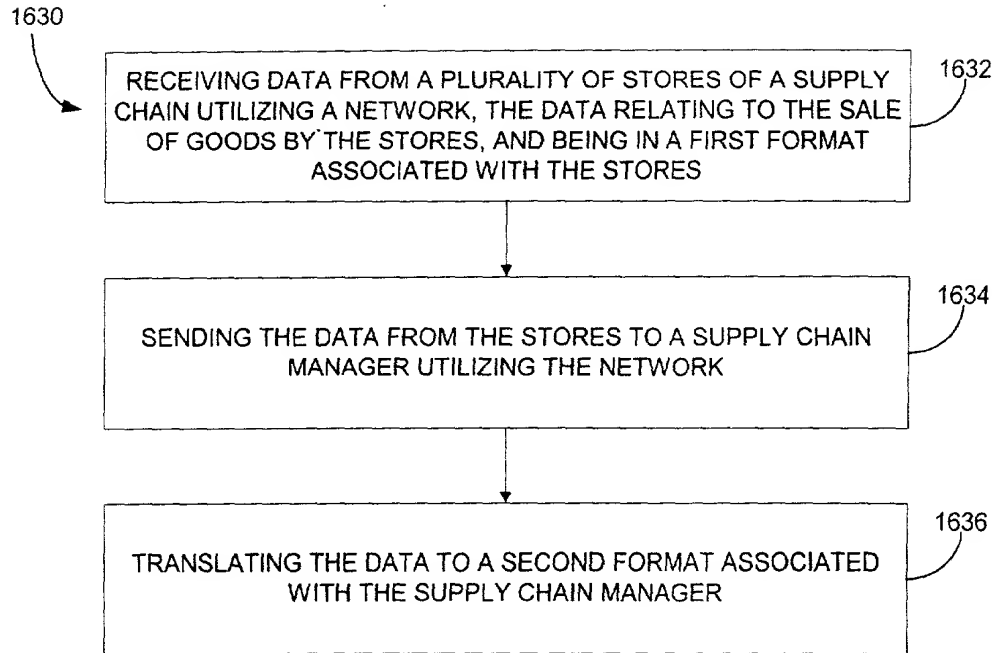
FIG. 14



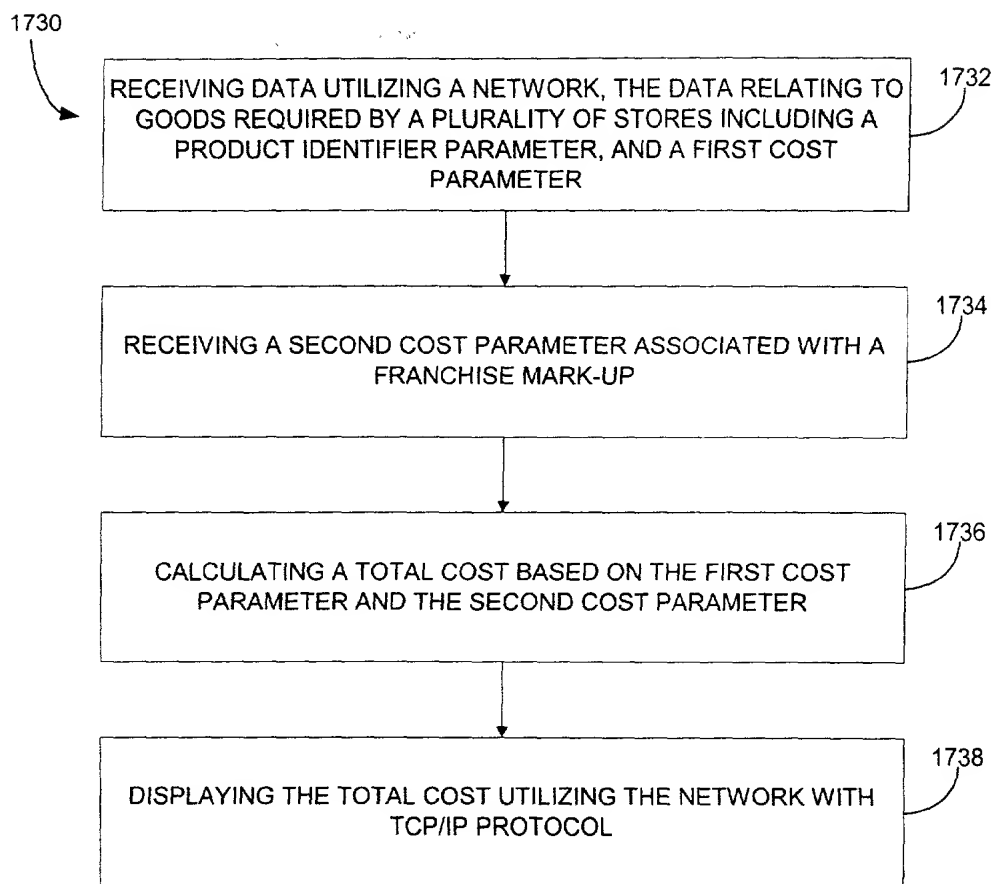
**FIG. 14**



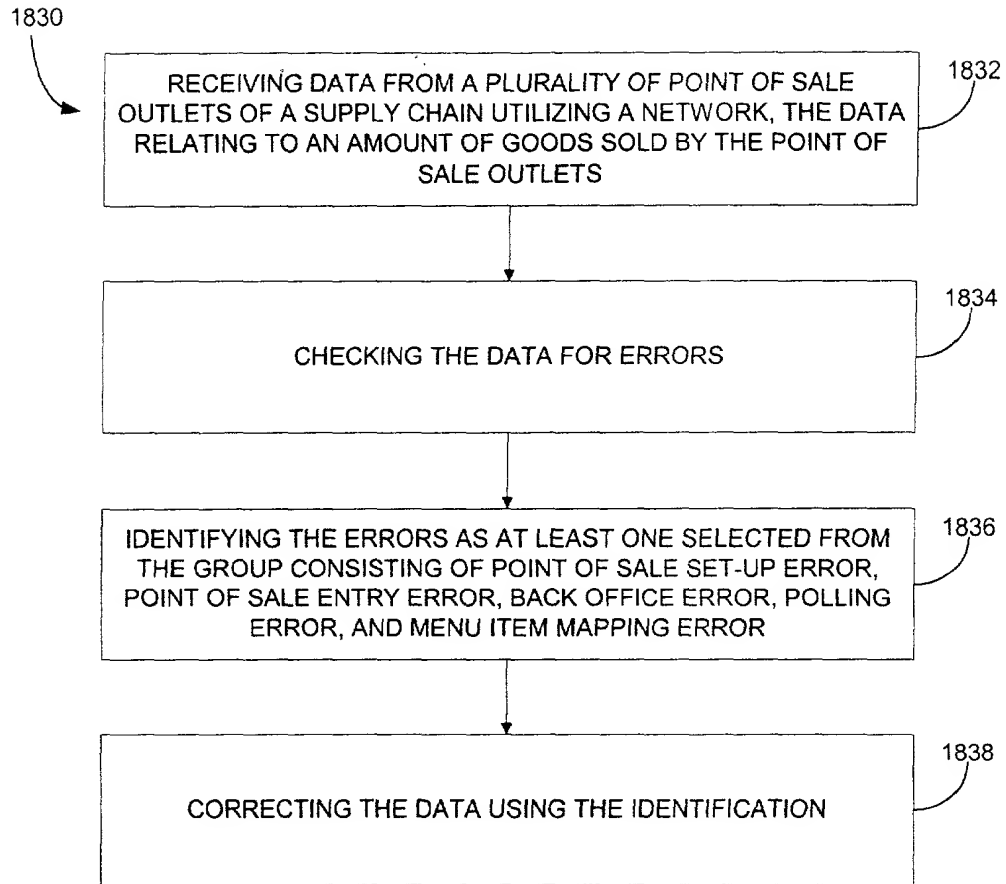
**FIG. 15**



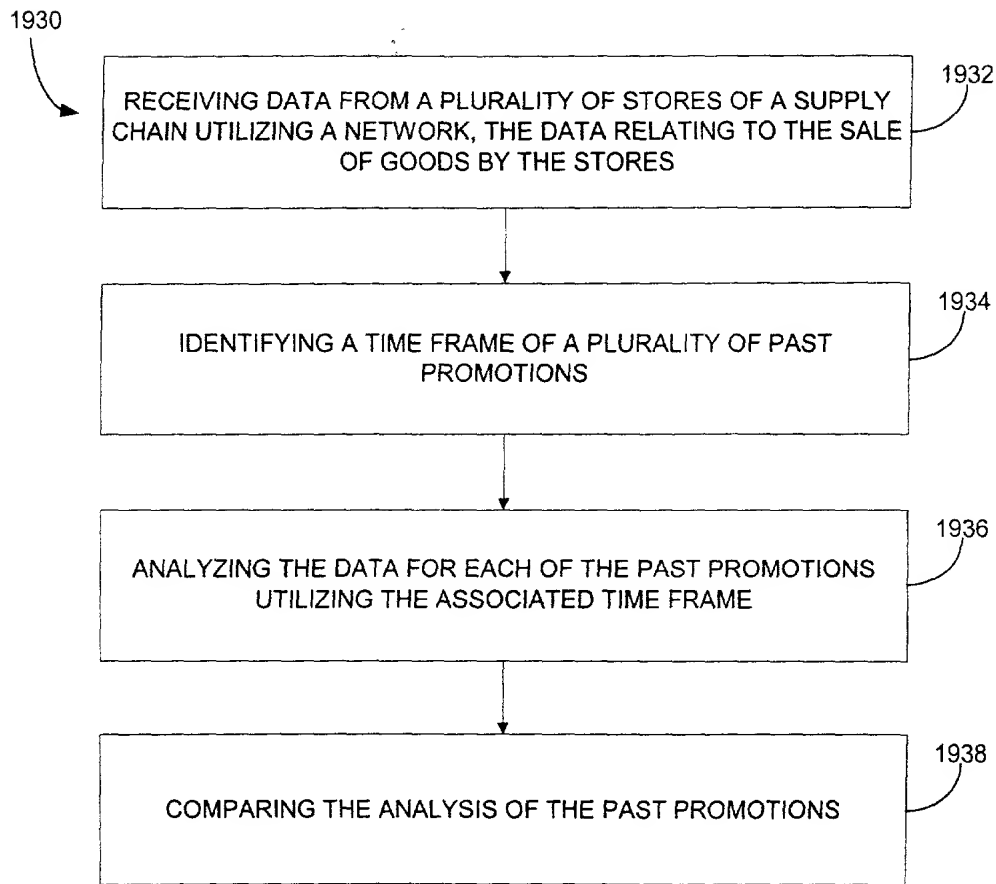
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**



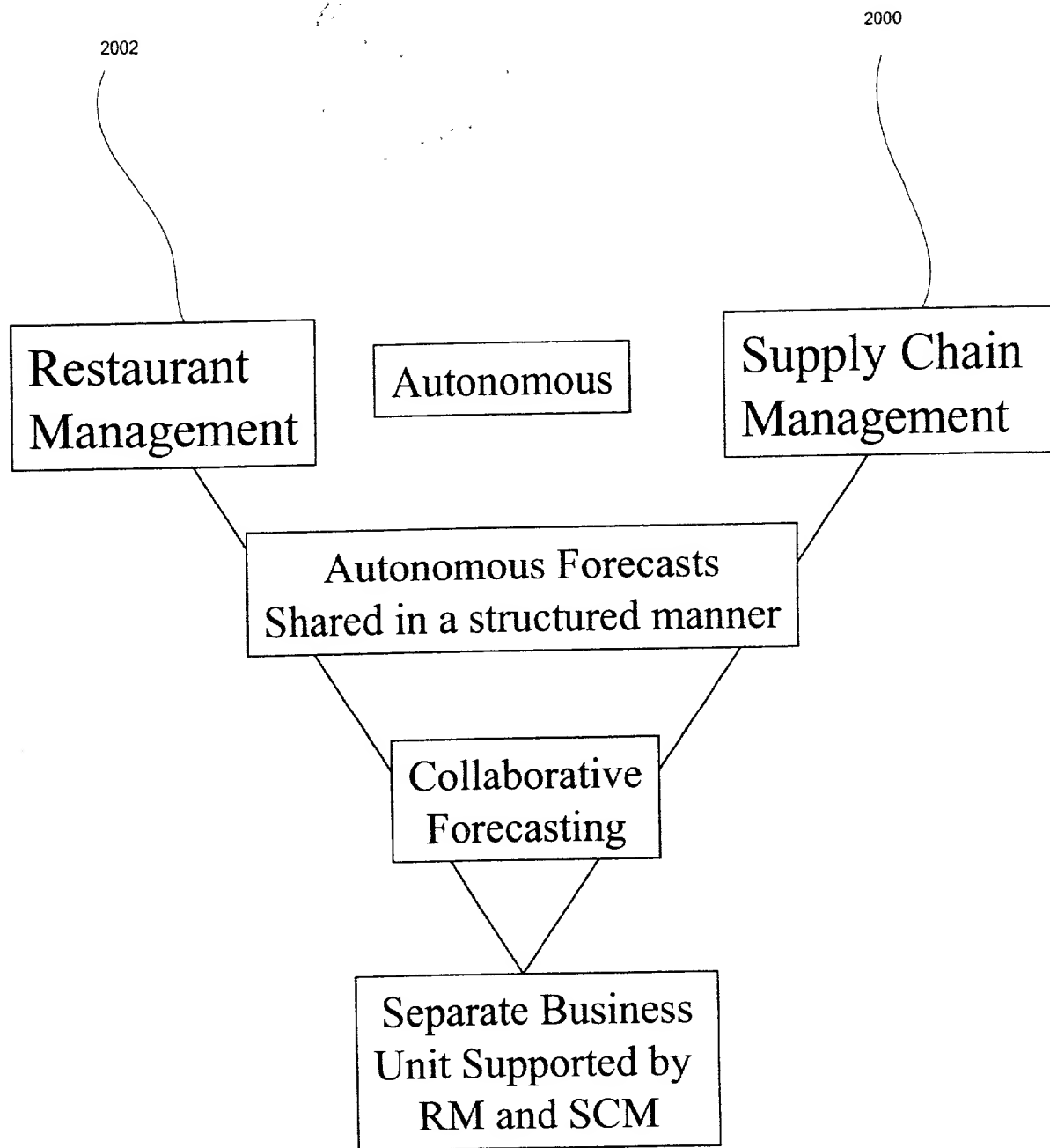


Fig. 20

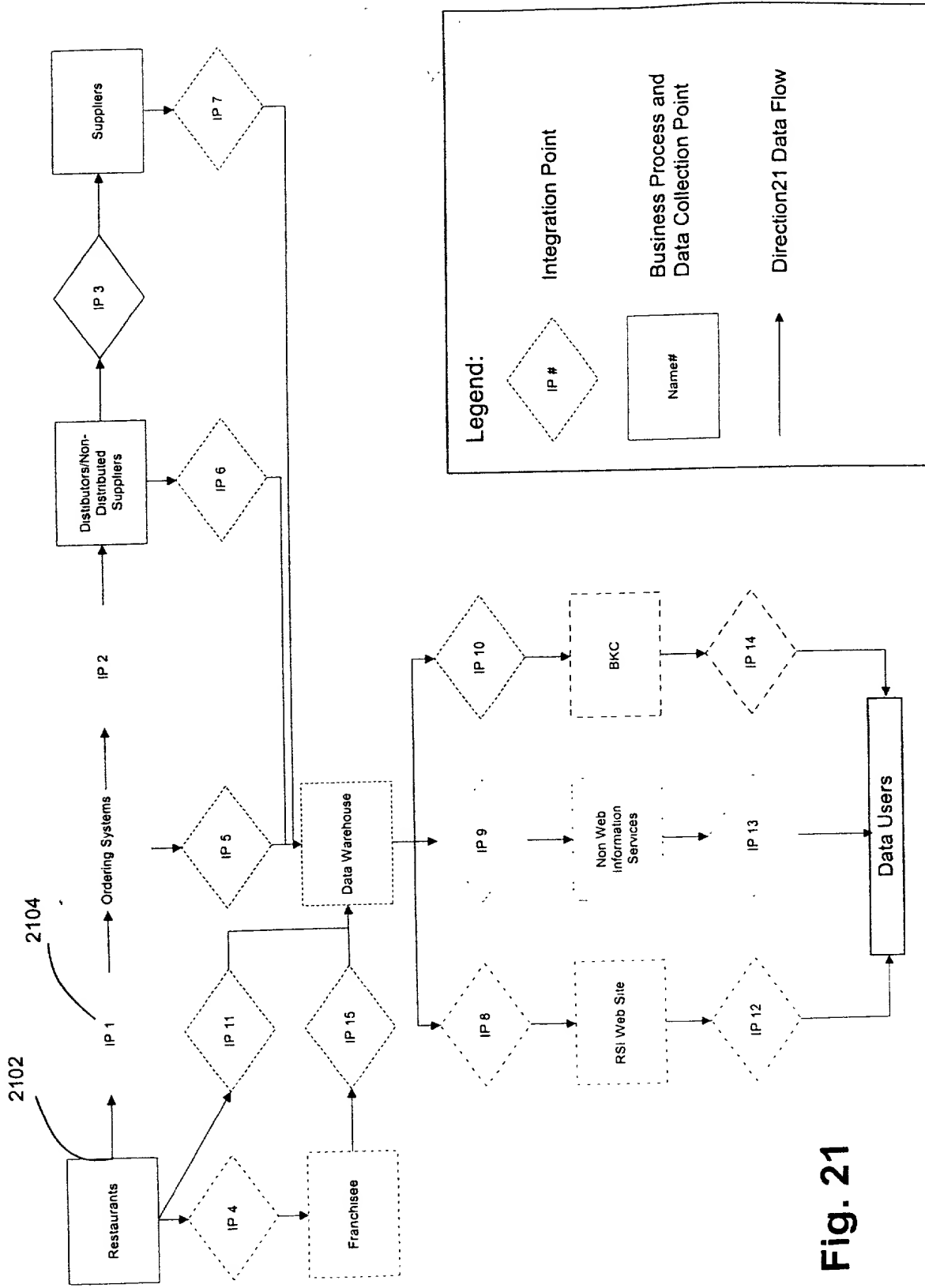


Fig. 21

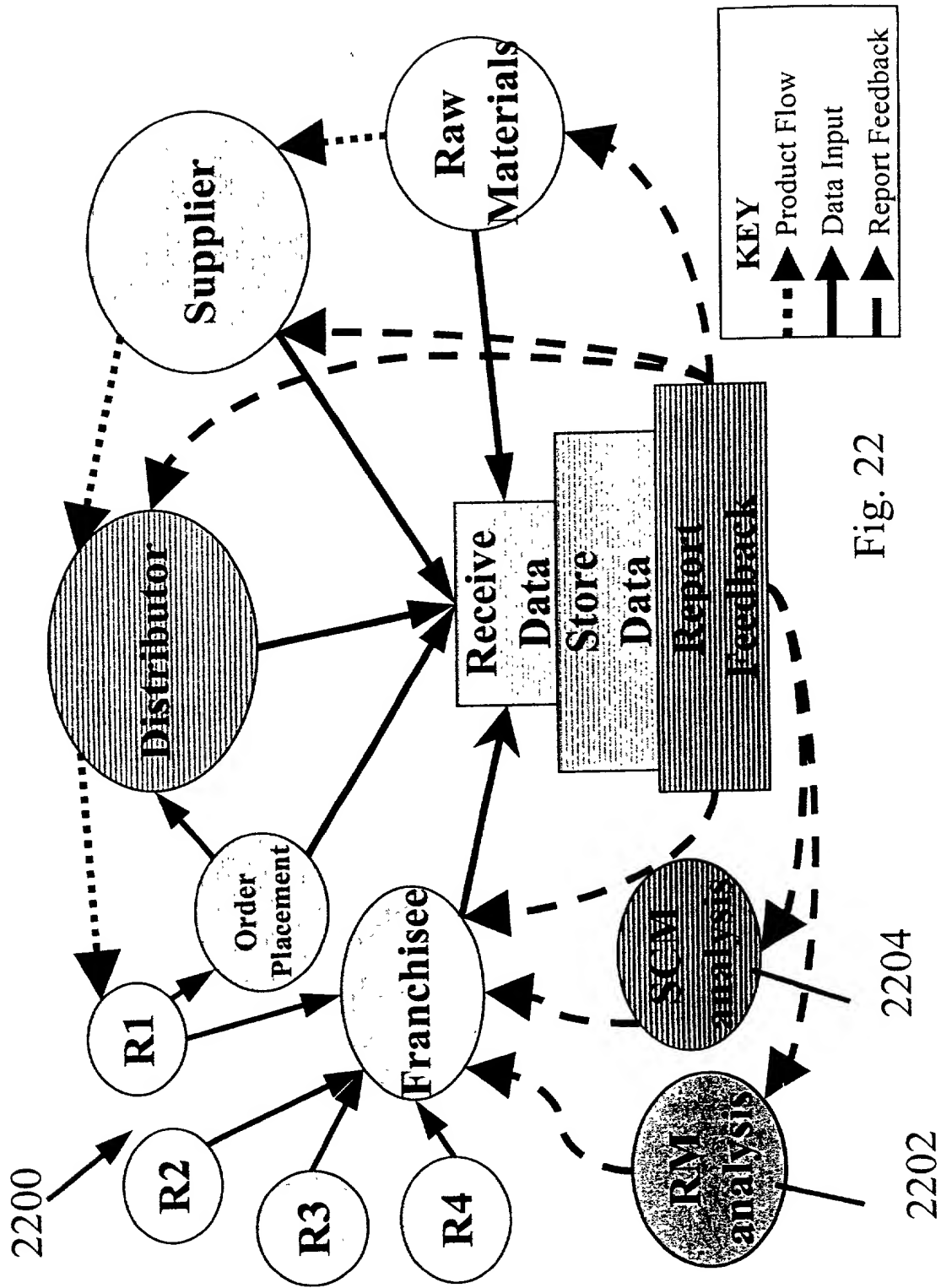
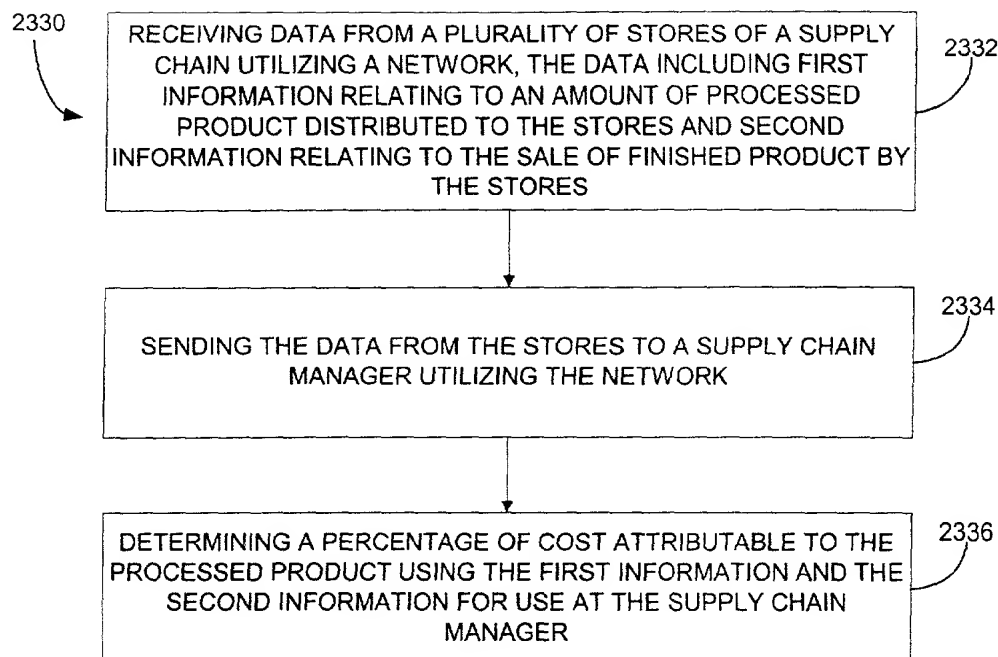


Fig. 22

09816083-070601



**FIG. 23**

FIG. 24

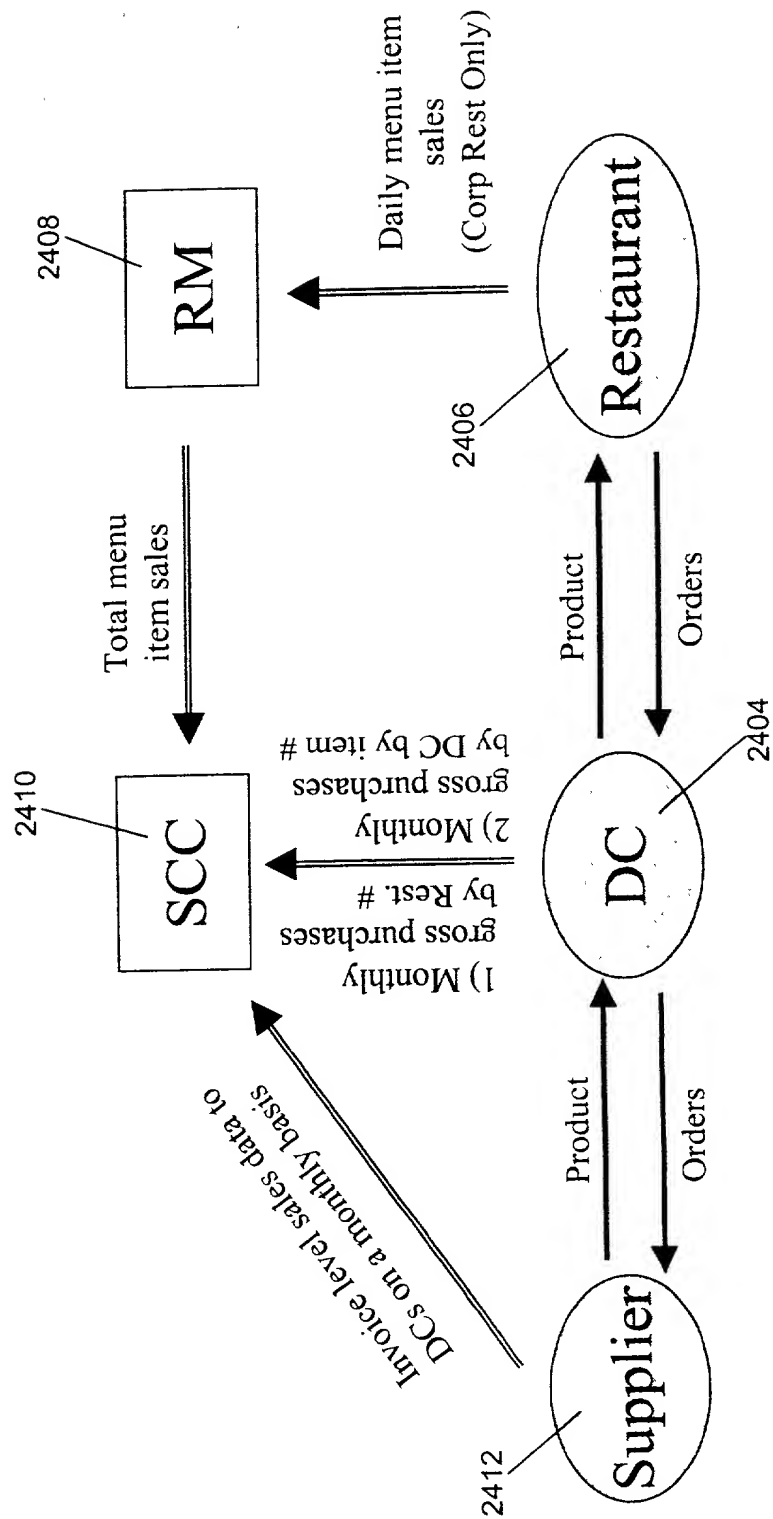


FIG. 25

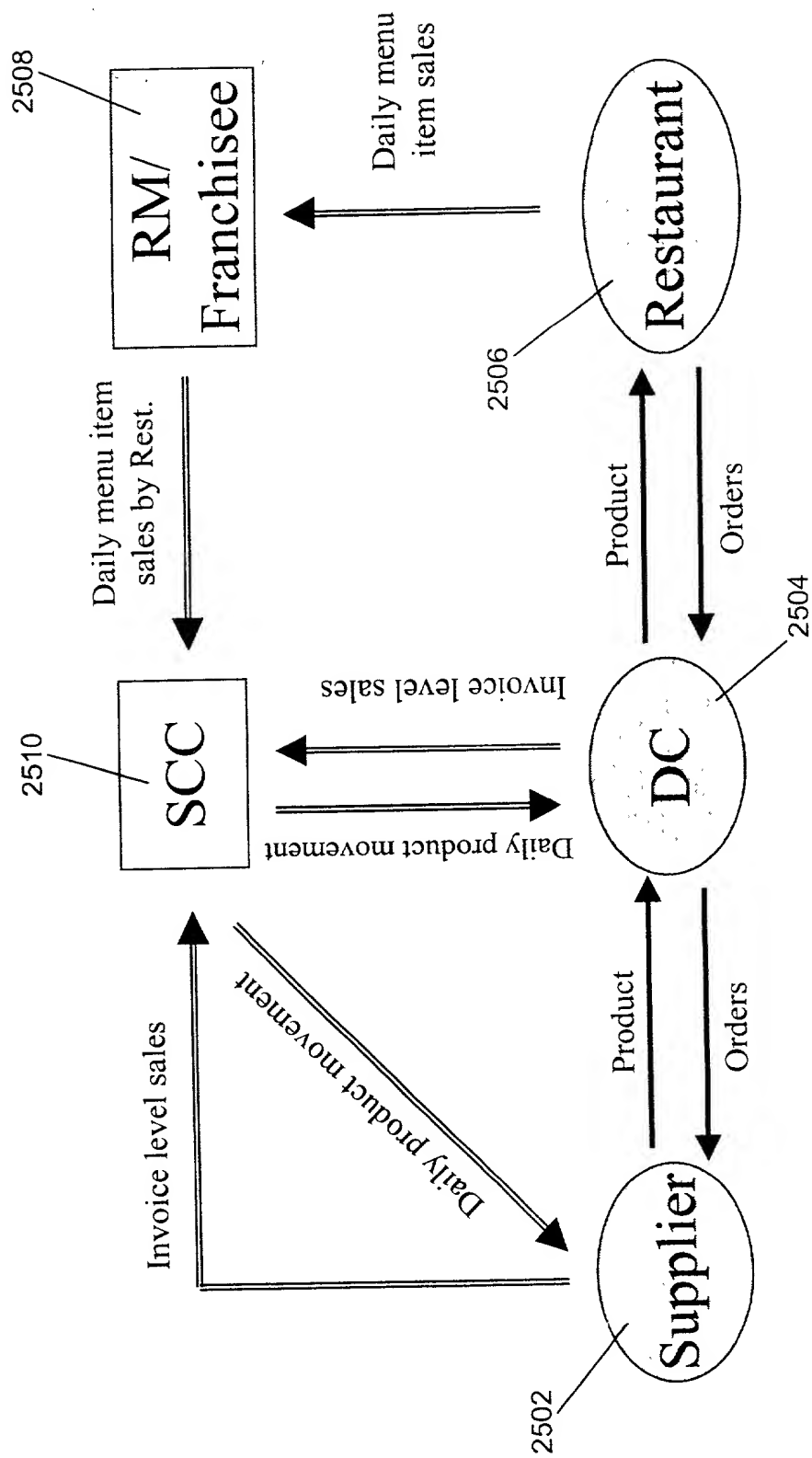




FIG. 27

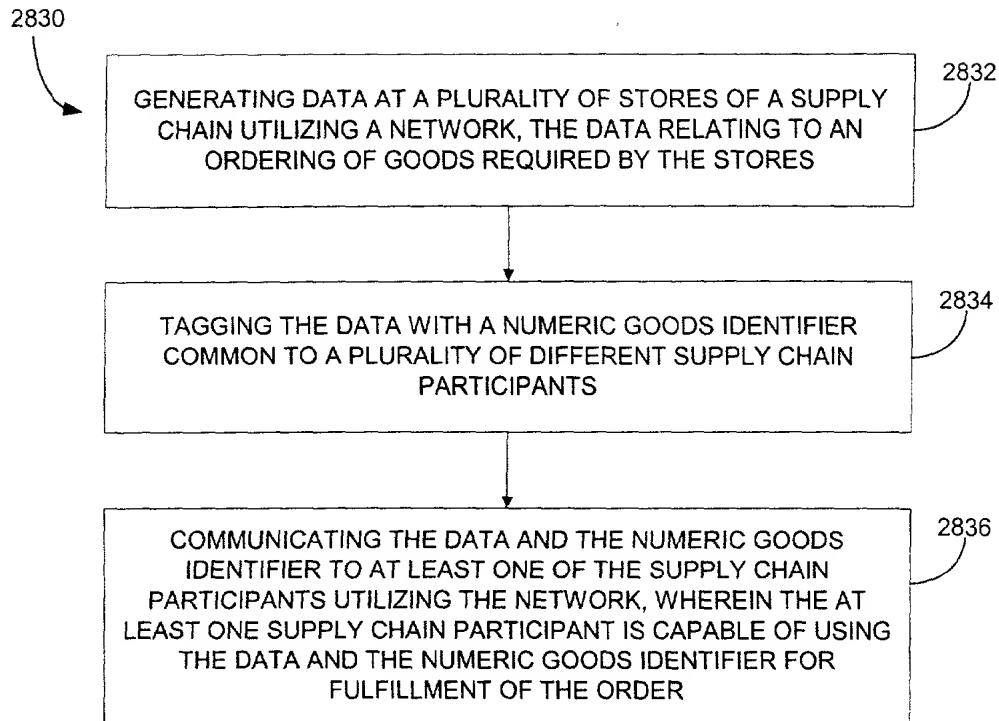
2700

Promotional Monitor - System & Regional

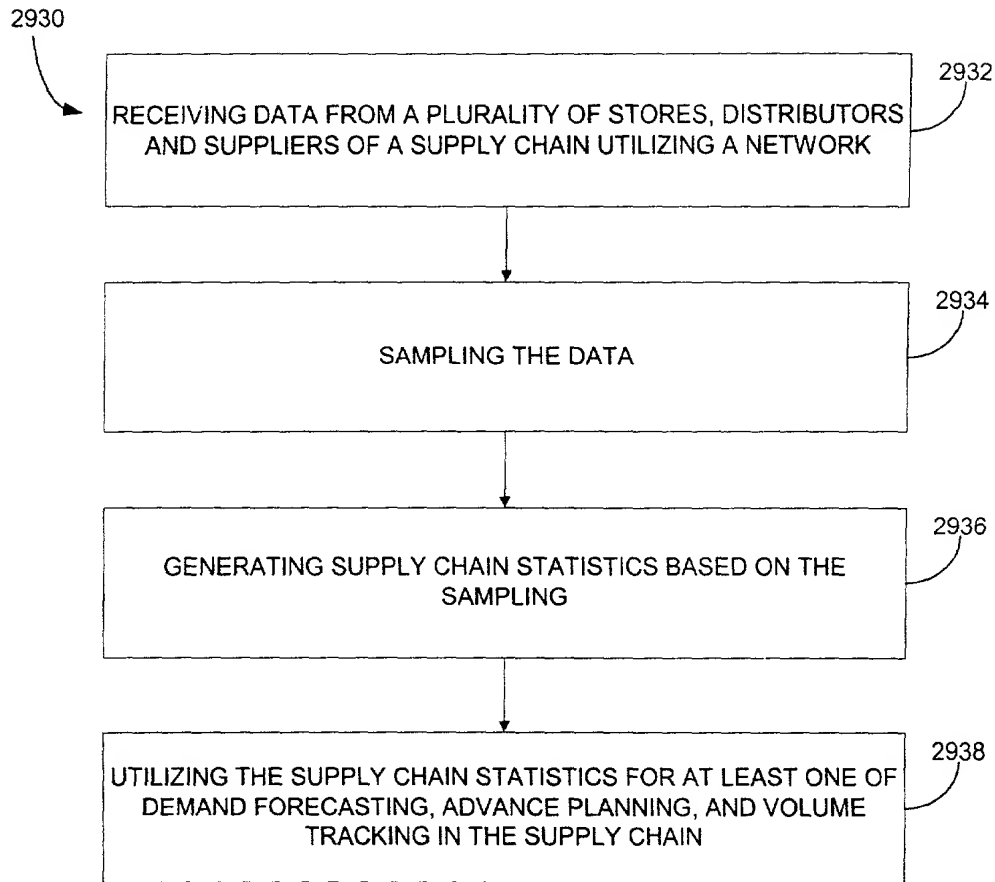
| Promotional Monitor - System & Regional                                  |                   |          |          |          |          |         |         |         |         |         |         |         |          |
|--|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|
|  |                   | History  |          |          |          | Week #1 |         |         |         |         |         |         |          |
|  |                   | W-4      | W-3      | W-2      | W-1      | D+1     | D+2     | D+3     | D+4     | D+5     | D+6     | D+7     | Total    |
| Total Sales(\$/Store)  |                   | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu Item Sales for Key Products(units/restaurant/week)                  |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Category   | Segment           |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 215      | 211      | 228      | 269      | 32      | 34      | 37      | 37      | 40      | 60      | 46      | 286      |
|  | WHOPPERS W/CHEESE | 146      | 142      | 148      | 162      | 18      | 20      | 21      | 21      | 23      | 35      | 26      | 165      |
|  | YWWM WHOPPERS     | 699      | 679      | 714      | 813      | 94      | 103     | 111     | 111     | 120     | 180     | 137     | 857      |
| Whopper Total  |                   | 1,060    | 1,032    | 1,090    | 1,244    | 144     | 157     | 170     | 170     | 183     | 275     | 209     | 1,309    |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 11.4%    | -9.8%    | -23.2%   | -4.6%    | 2.3%    | 3.0%    | 1.0%    | 4.0%    | 11.0%   | 16.0%   | 8.0%    | 6.5%     |
|  | WHOPPERS W/CHEESE | 8.1%     | -8.4%    | -24.5%   | -5.8%    | 1.0%    | 4.0%    | 1.0%    | 4.0%    | 13.0%   | 14.0%   | 9.0%    | 6.6%     |
|  | YWWM WHOPPERS     | 12.2%    | -10.7%   | -22.5%   | -1.9%    | 3.0%    | 3.0%    | 1.0%    | 5.0%    | 16.0%   | 19.0%   | 7.0%    | 7.7%     |
| Whopper Total  |                   | 10.6%    | -9.6%    | -23.4%   | -4.1%    | 2.1%    | 3.3%    | 1.0%    | 4.3%    | 13.3%   | 16.3%   | 8.0%    | 6.9%     |

2702





**FIG. 28**



**FIG. 29**

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

### Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

| Operations: | Cases:  | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations |
|-------------|---------|----------------|---------|----------|----------------|-----------------------------|------------------|
|             | Percent | 0.23%          | 0.10%   | 0.09%    | 0.43%          | 0.00%                       | 0.86%            |
|             |         | 154            | 68      | 62       | 284            |                             | 568              |

3004

| Purchasing: | Cases:  | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|---------|---------------|---------------|-------------|------------------|
|             | Percent | 1.51%         | 0.11%         | 0.00%       | 1.61%            |
|             |         | 990           | 70            |             | 1060             |

| Distribution Center Total: | Cases | Percent |
|----------------------------|-------|---------|
| Operations:                | 568   | 0.86%   |
| Purchasing:                | 1060  | 1.61%   |
| Grand Total:               | 1628  | 2.48%   |

Delivery Order Fill Rate: 97.52%

### On-Time Delivery Rate

|                          |       |
|--------------------------|-------|
| Total # of Deliveries:   | 1232  |
| # of On-Time Deliveries: |       |
| On-Time Delivery Rate:   | 0.00% |

### Perfect Order Rate

|                            |        |
|----------------------------|--------|
| Total # of Deliveries:     | 1232   |
| Total # of Perfect Orders: | 725    |
| Perfect Order Rate:        | 58.85% |

FIG. 30

3100

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

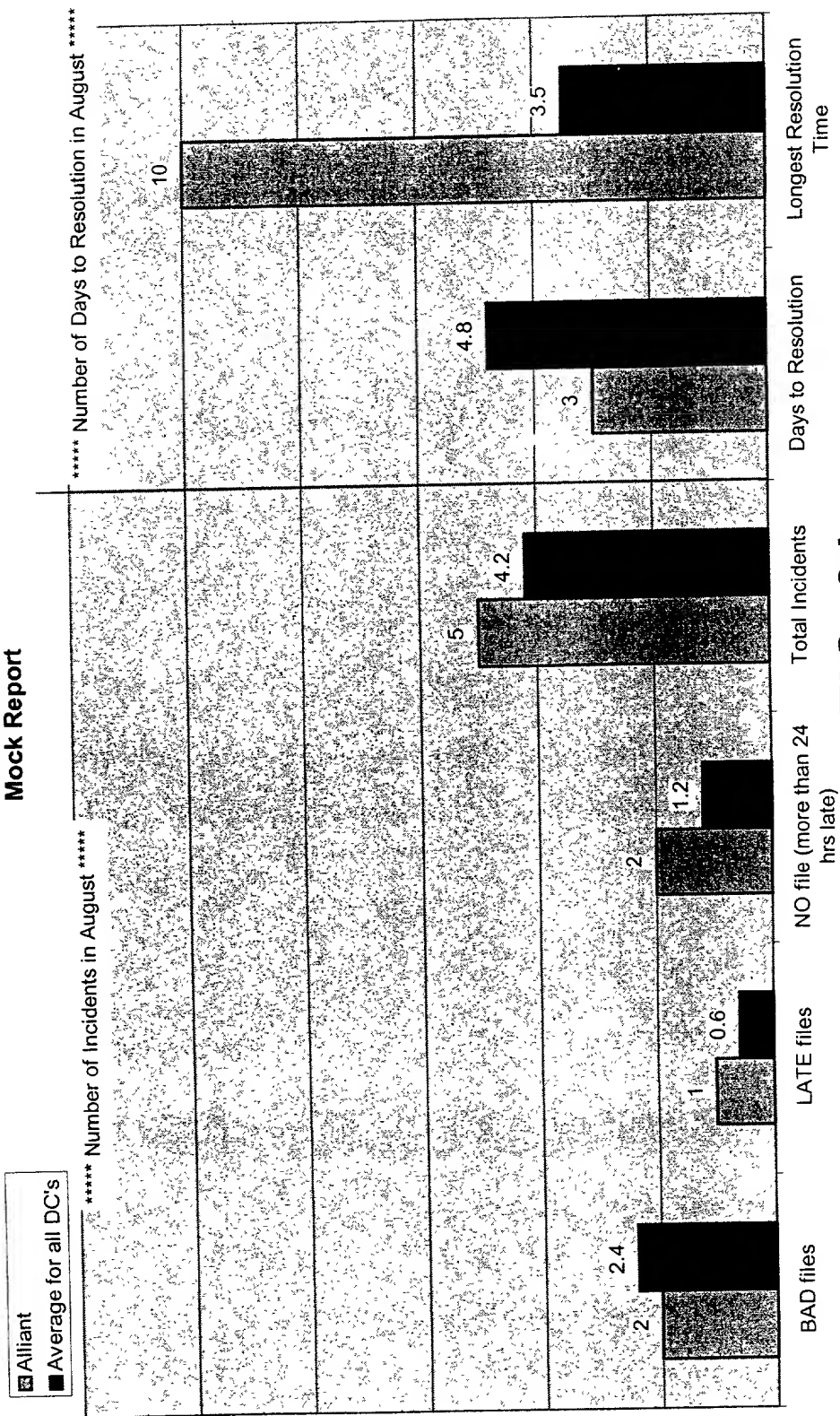


FIG. 31

3200



# Service Level Reporting

August

|                        | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant-Paducah        | 99.14%    |           |               |
| Alliant-Topeka         |           |           |               |
| Alliant Wixom          | 99.05%    |           |               |
| King-Atlanta           | 99.34%    |           | 78.70%        |
| King-Jacksonville      |           |           |               |
| King-Louisville        |           |           |               |
| Maines 29, Conklin     | 99.41%    |           | 79.25%        |
| Maines 30, Cleveland   |           |           |               |
| Maines Long Island     | 99.41%    |           |               |
| Maines New England     |           |           | 79.83%        |
| MBM Fullerton          | 99.13%    |           | #DIV/0!       |
| MBM Lewisville         |           |           | #DIV/0!       |
| MBM Orlando            |           |           | #DIV/0!       |
| MBM Rocky Mount        | 99.13%    |           |               |
| McCabe's               |           |           |               |
| McLane Lubbock         | #DIV/0!   | #DIV/0!   | #DIV/0!       |
| Nicholas & Co.         |           |           |               |
| PFD Supply             | 99.16%    |           |               |
| PFG Victoria           | 99.42%    | #DIV/0!   |               |
| PYA/Monarch            | 99.20%    |           |               |
| Reinhart-Cedar Rapids  | 99.05%    |           |               |
| Reinhart-Oak Creek     | 99.31%    |           |               |
| Reinhart-Rogers        |           |           |               |
| Restaurants NW         | 99.03%    | 99.07%    | 80.47%        |
| Shamrock Commerce City |           | 99.88%    | 85.13%        |
| Shamrock Phoenix       | 98.81%    | 95%       |               |
| Sygma Harrisburg       |           |           |               |
| Sygma Stockton         |           |           |               |
| Sysco                  |           |           |               |

|         | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50%    | 90.00%    | 78.00%        |
| RSI Min | 99.50%    | 90.00%    | 80.00%        |

|                     |
|---------------------|
| OK                  |
| Didn't meet RSI Min |
| Didn't meet BK Min  |

FIG. 32

FIG. 33

**Vendor:** XYZ Company

**Time Period:** Aug-00

3300

**Delivery Statistics:**

|                             |      |
|-----------------------------|------|
| DC Requested Lead-Time      | 4    |
| DC Adherence to Lead-Time   | 95%  |
| Days Delivery Late          | 1.7  |
| On-Time Delivery Percentage | 95%  |
| Hours Delivery Late         | 0.93 |

3300

**Invoice, Payment and Pricing:**

|                          |           |
|--------------------------|-----------|
| Days for Payment         | 12        |
| Monthly FOB Variance     | \$ 30,152 |
| Monthly Freight Variance | \$ 3,594  |
| Monthly Total Variance   | \$ 33,746 |

3300

**Invoice Accuracy:**

|                          |        |
|--------------------------|--------|
| Invoice Fill Rate        | 97.25% |
| PO Accepted Rate         | 99.00% |
| Perfect Order Percentage | 92.34% |

3300

**Inventory Management:**

|                      |    |
|----------------------|----|
| Average Days On Hand | 19 |
| SKU #1               | 22 |
| SKU #2               |    |
| Max Days On Hand     | 40 |
| SKU #1               | 32 |
| SKU #2               |    |

3300

**Monthly Carrying Cost**

|                  |           |
|------------------|-----------|
| SKU #1           | \$ 42,513 |
| SKU #2           | \$ 12,589 |
| Average as % FOB | 1.25%     |

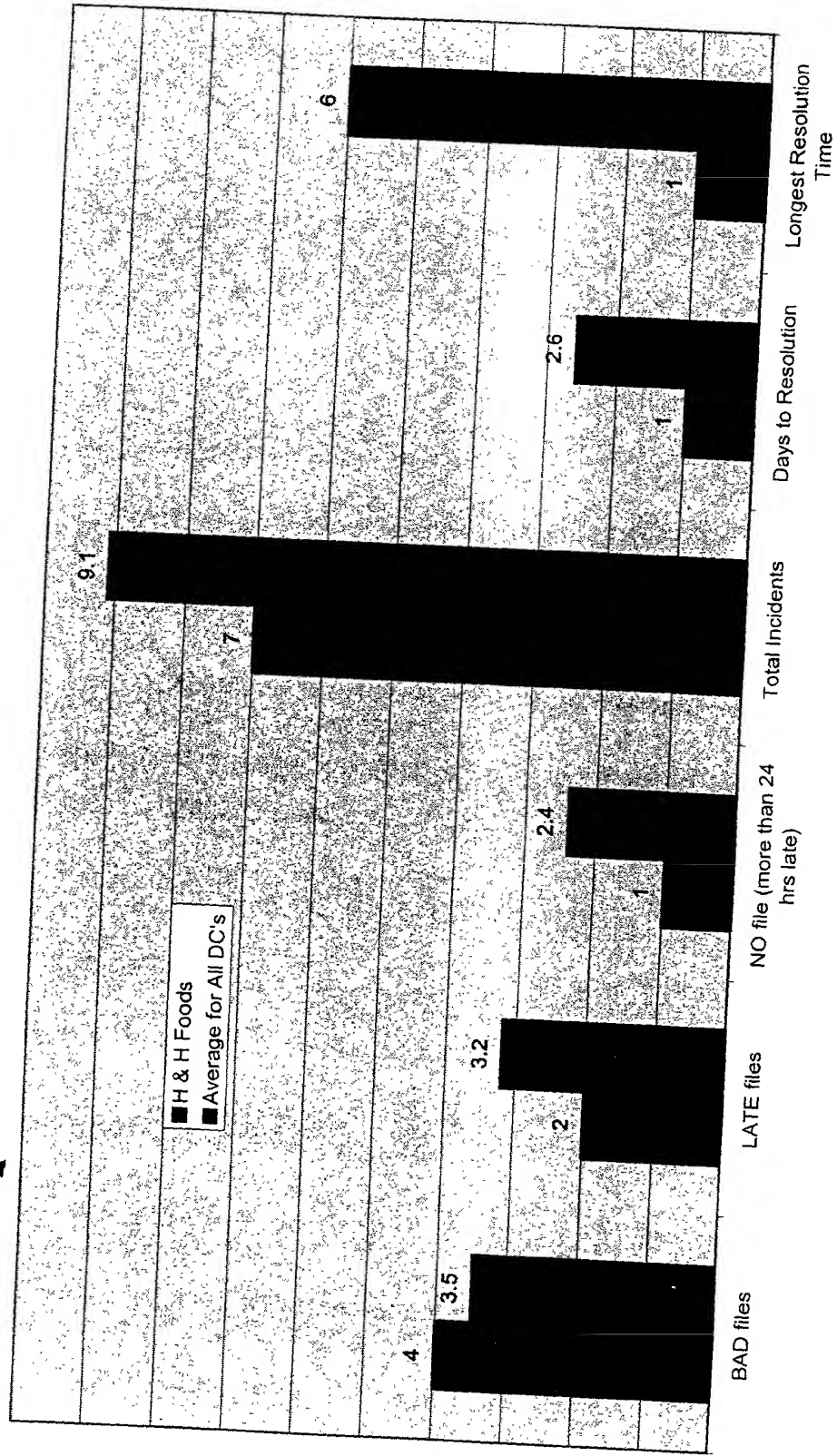
3300

FO9040" E809T860

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 →





3500

FIG. 35

# Service Level Reporting November - Mock Report

|                                 | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|---------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES                         |                             |                             |                                   |
| COMARK INSTRUMENTS, INC.        |                             |                             |                                   |
| WHITEFORD FOODS, INC.           |                             |                             |                                   |
| LEPAGE BAKERY / COUNTRY KITCHEN |                             |                             |                                   |
| NCR-SYSTEMEDIA                  |                             |                             |                                   |
| SIGNATURE MEATS GROUP           |                             |                             |                                   |
| SCHWEBEL'S BAKING CO            |                             |                             |                                   |
| MAUI CUP                        |                             |                             |                                   |
| MIRA PLASTICS                   |                             |                             |                                   |
| DIXIE PRODUCE & PACKAGING       |                             |                             |                                   |
| NOR-LAKE, INC.                  |                             |                             |                                   |
| FORT JAMES OPERATING COMPANY    |                             |                             |                                   |
| FRESH ADVANTAGE, KC             |                             |                             |                                   |
| SILVER KING - MN - CORP         |                             |                             |                                   |
| TYSON FOODS                     |                             |                             |                                   |
| READY ACCESS                    |                             |                             |                                   |
| GEORGIA PACIFIC TISSUE          |                             |                             |                                   |
| CLOUGHERTY PACKING              |                             |                             |                                   |
| BEVERAGE - AIR                  |                             |                             |                                   |
| COMPONENT HARDWARE GROUP, INC.  |                             |                             |                                   |
| COCA - COLA USA                 |                             |                             |                                   |
| TOASTMASTER                     |                             |                             |                                   |
| GRANT COUNTY FOODS              |                             |                             |                                   |
| FRESH EXPRESS                   |                             |                             |                                   |
| TAYLOR FARMS                    |                             |                             |                                   |
| MODULAR DISPENSING SYSTEM       |                             |                             |                                   |
| CENTURY PRODUCTS, LLC           |                             |                             |                                   |
| ROSE PACKING COMPANY            |                             |                             |                                   |

|         |                             |                             |                                   |
|---------|-----------------------------|-----------------------------|-----------------------------------|
|         | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
| RSI Min | \$5,000.00                  | 92.00%                      | 3.00%                             |

|                      |
|----------------------|
| OK                   |
| Didn't meet RSI Min. |



3600



### Mock Report/1

|  | FY 01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|--|-------|--------|--------|--------|--------|--------|--------|--------|--------|
|--|-------|--------|--------|--------|--------|--------|--------|--------|--------|

#### Food Cost Index

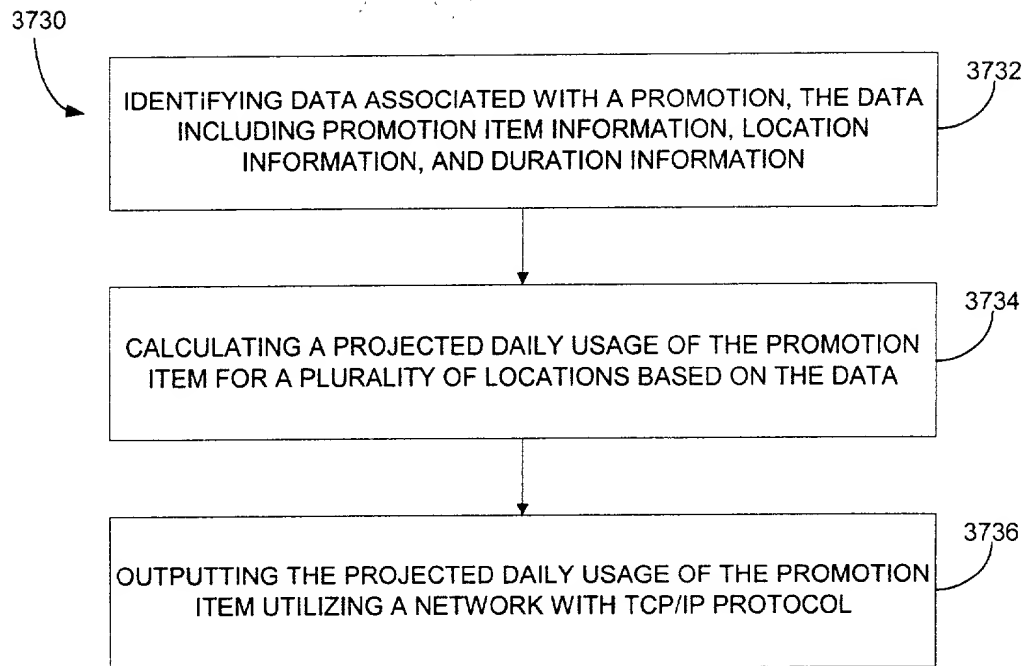
|            |       |       |       |       |        |        |        |        |       |
|------------|-------|-------|-------|-------|--------|--------|--------|--------|-------|
| Plan       | 99.75 | 99.69 | 99.20 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| Actual     |       | 99.10 | 98.90 |       |        |        |        |        |       |
| Variance   |       |       |       |       |        |        |        |        |       |
| Good/(Bad) |       | 0.59  | 0.30  |       |        |        |        |        |       |

#### Total Dollar Purchases (in Millions) /2

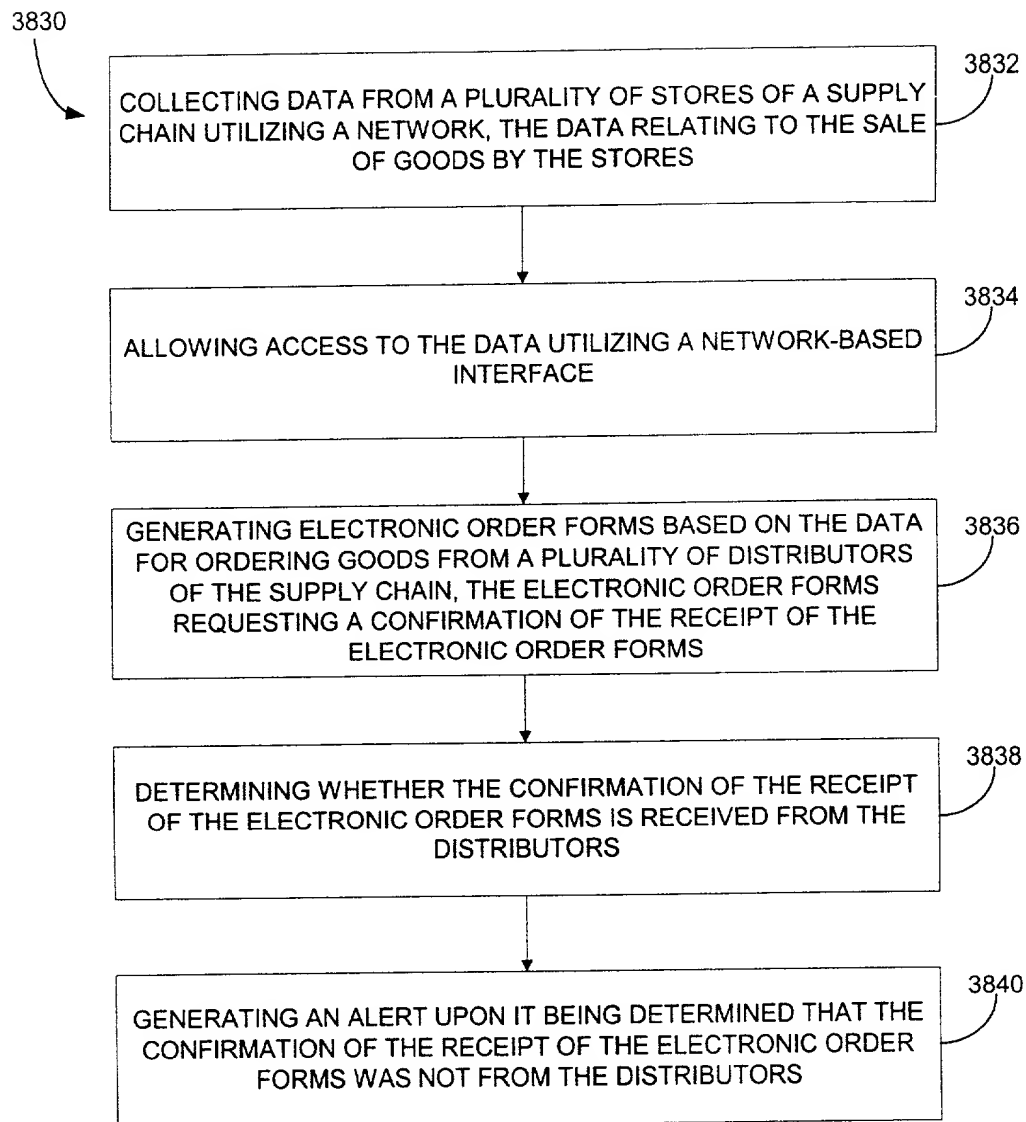
|            |            |          |          |          |          |          |          |          |          |
|------------|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Plan       | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual     |            | \$182.84 | \$182.08 |          |          |          |          |          |          |
| Variance   |            | \$1.14   | \$0.65   |          |          |          |          |          |          |
| Good/(Bad) |            | 0.6%     | 0.4%     |          |          |          |          |          |          |

/1 Includes on food cost index items.  
/2 Based on FY 99 Sales Volumes

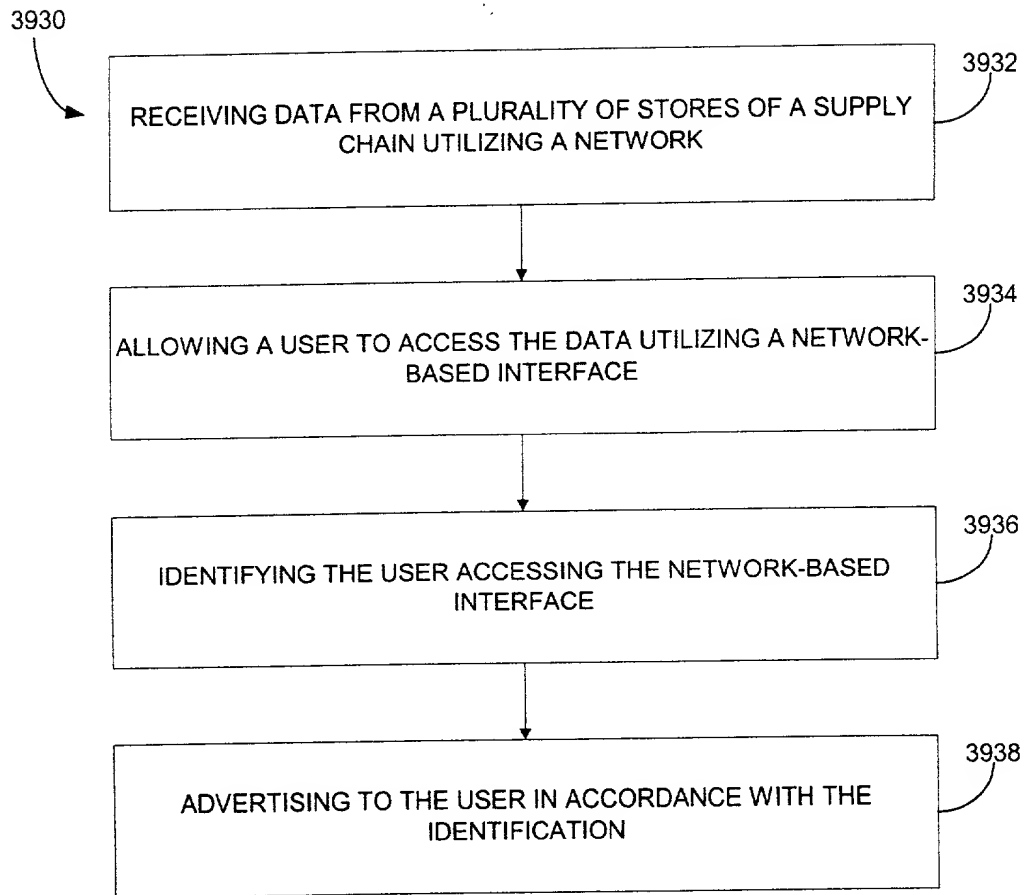
FIG. 36



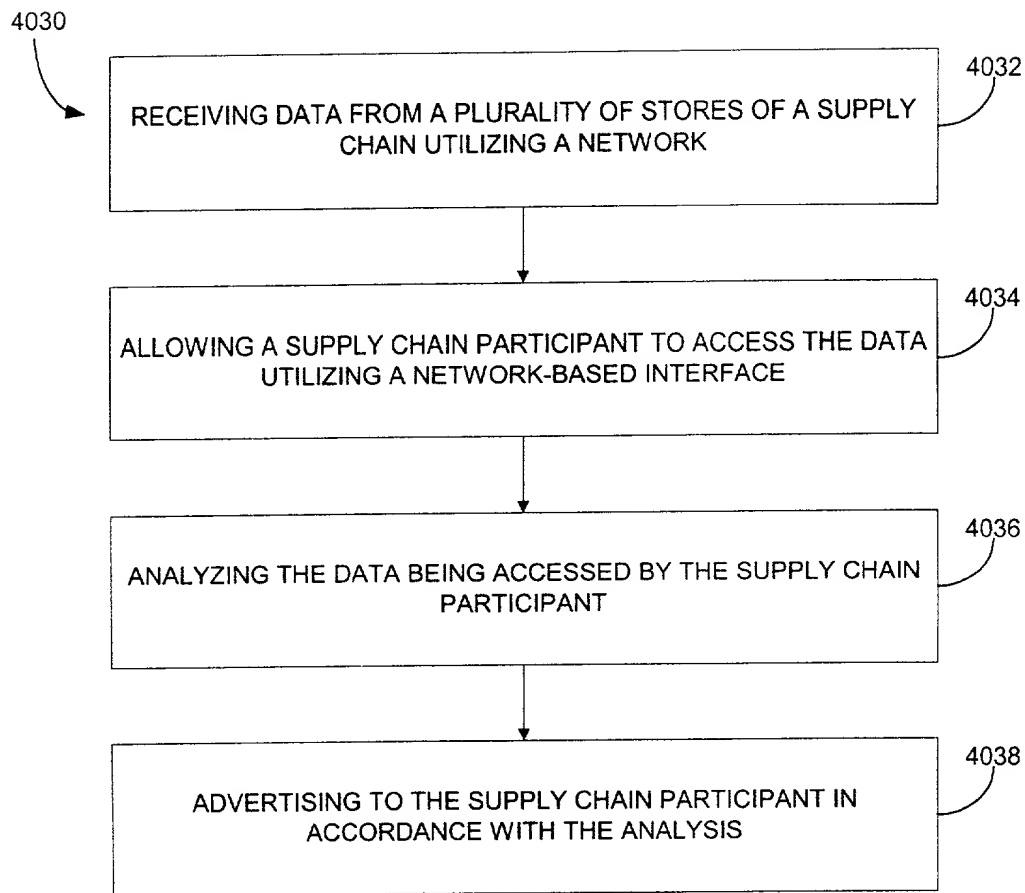
**FIG. 37**



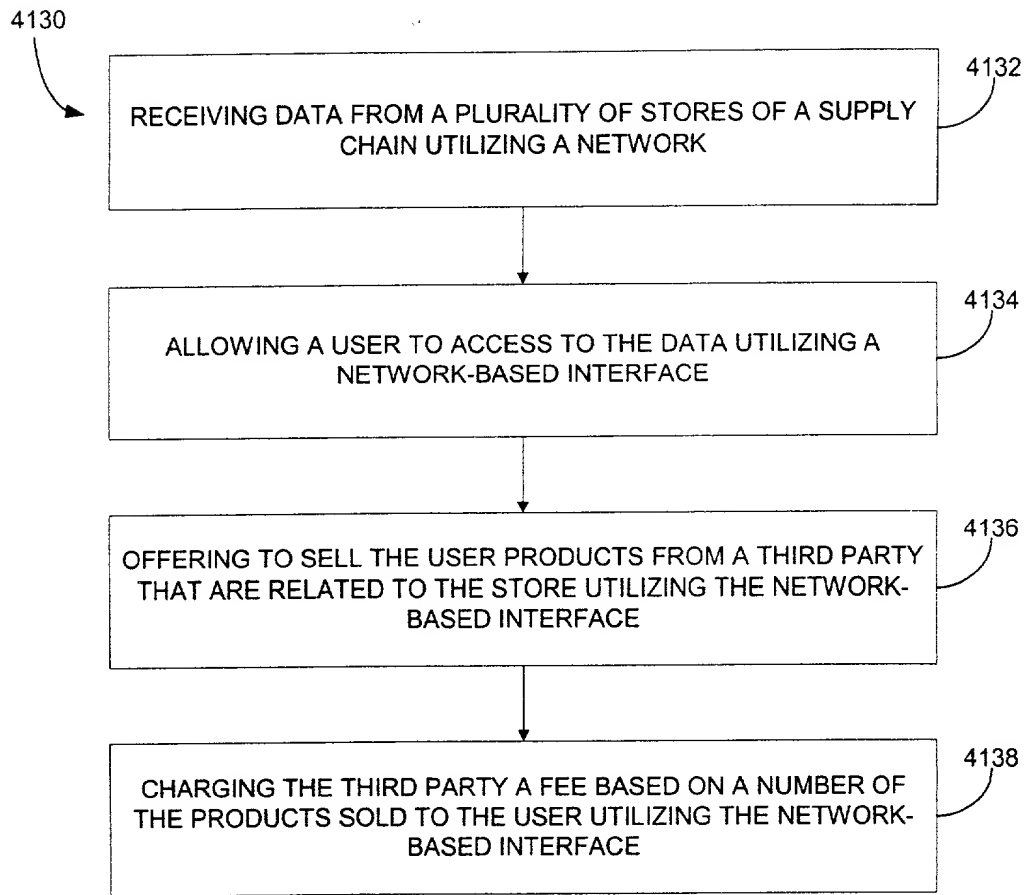
**FIG. 38**



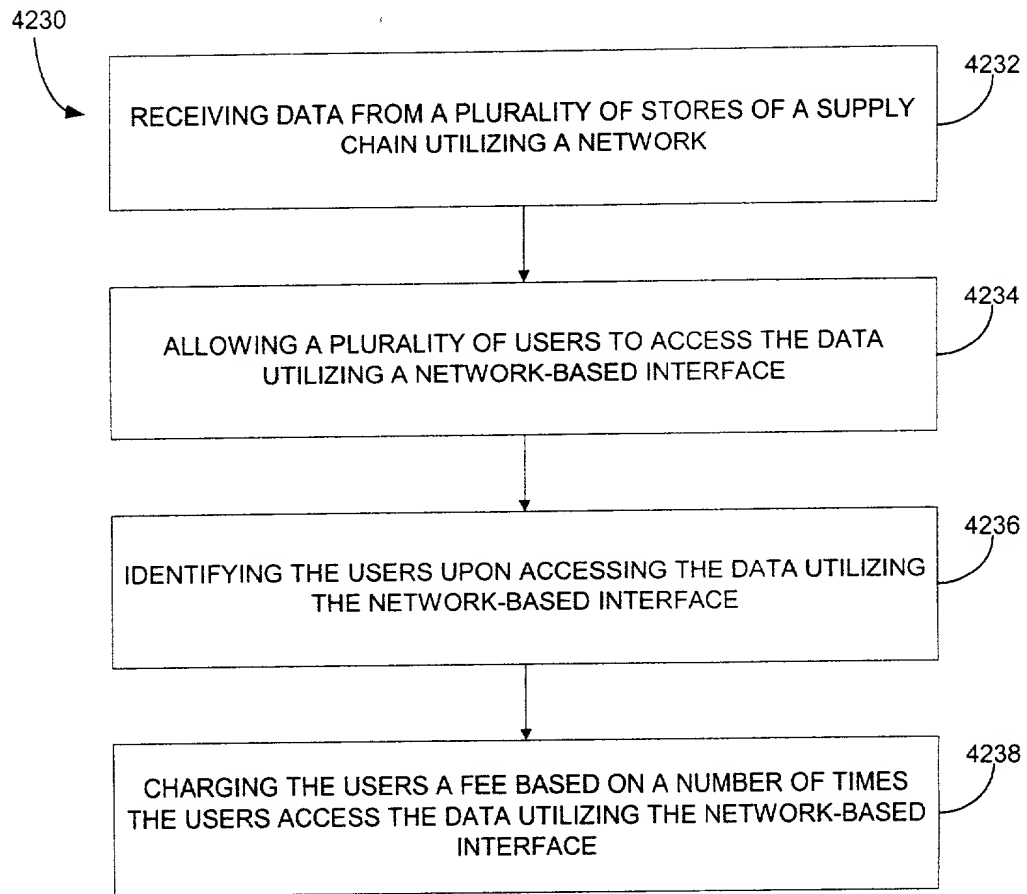
**FIG. 39**



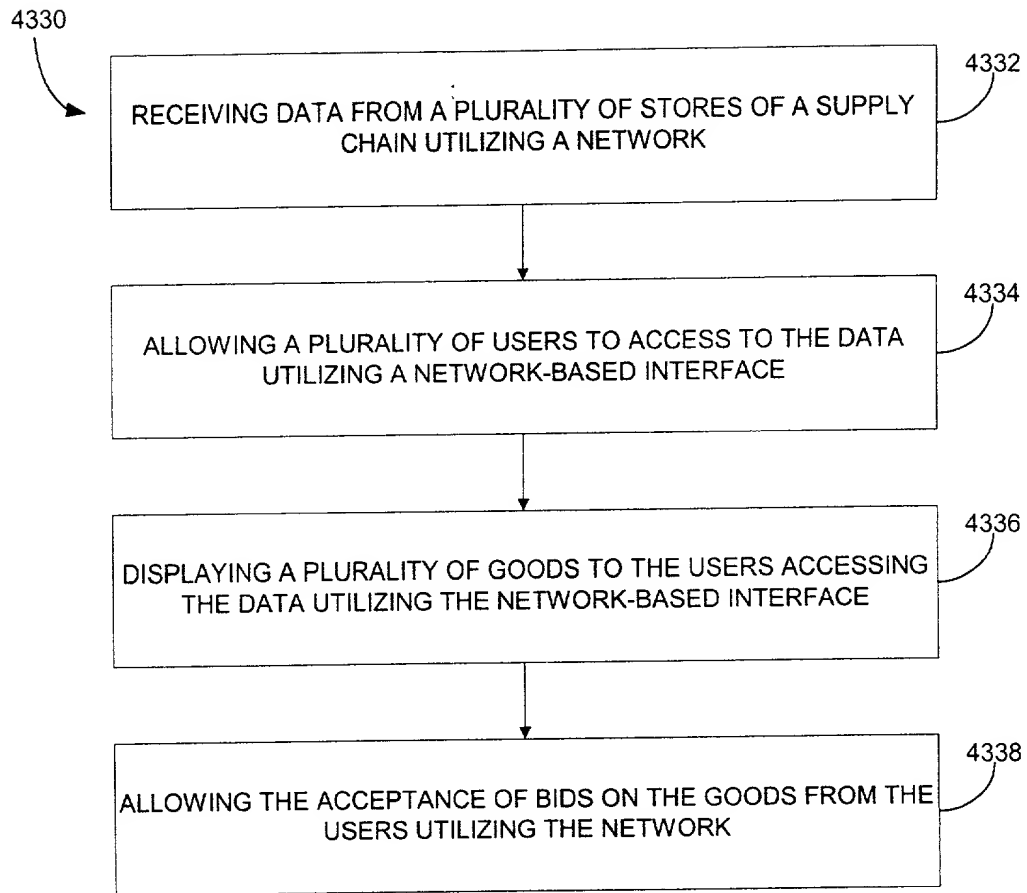
**FIG. 40**



**FIG. 41**

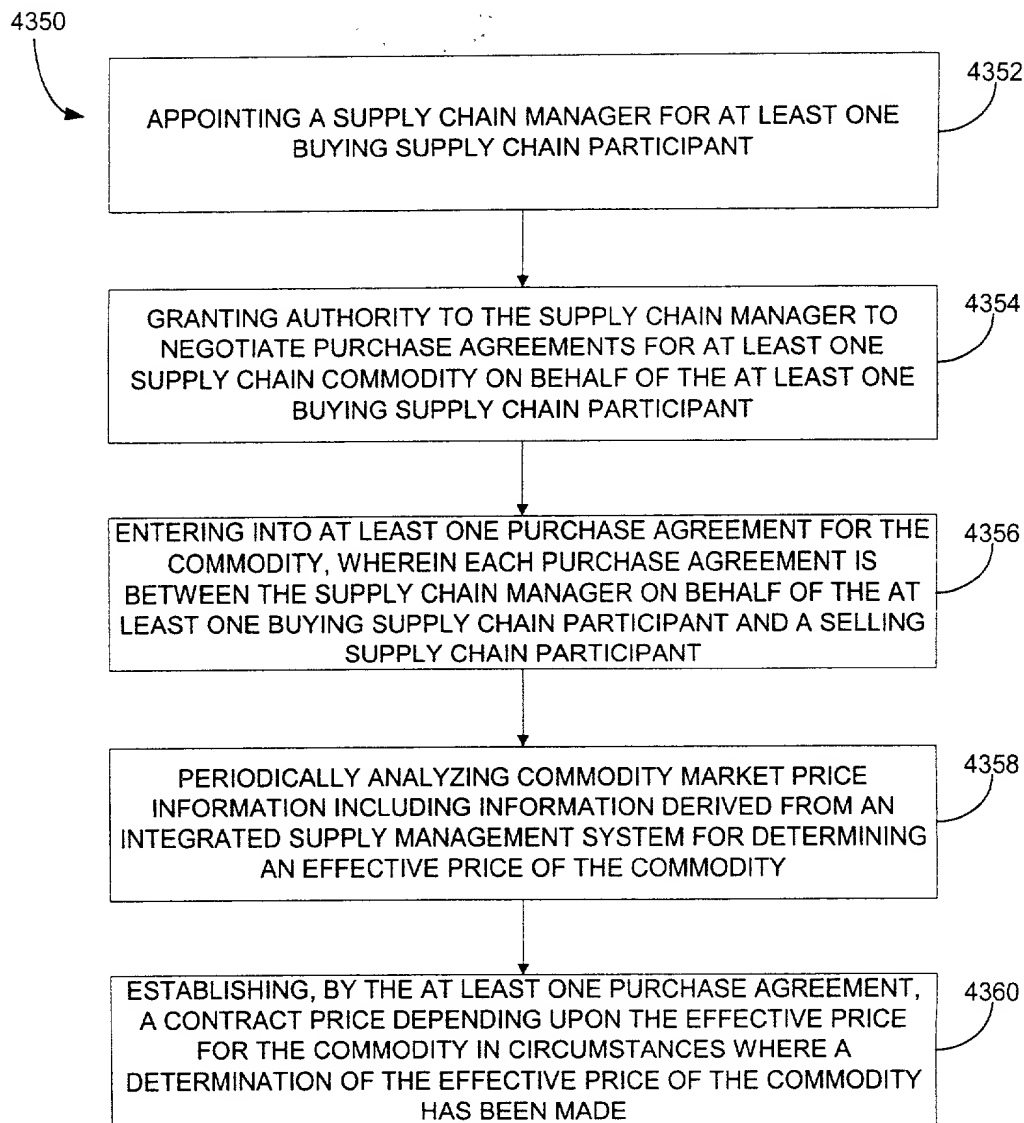


**FIG. 42**

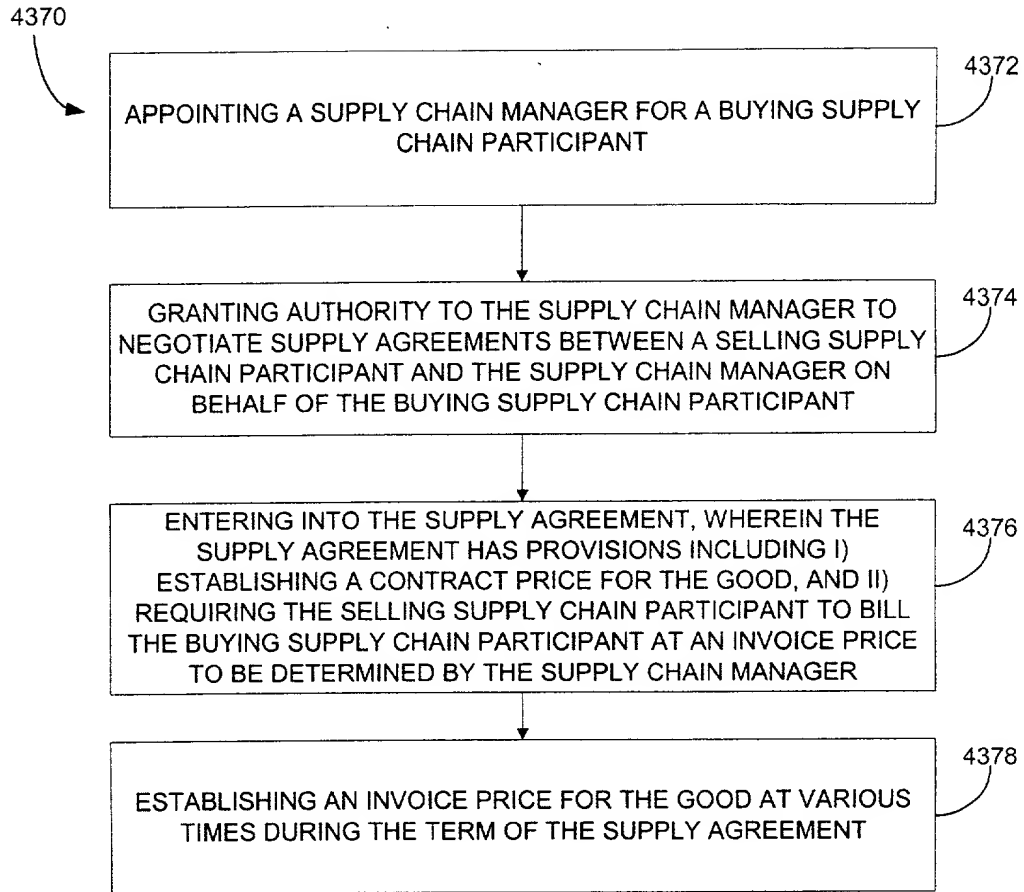


**FIG. 43A**

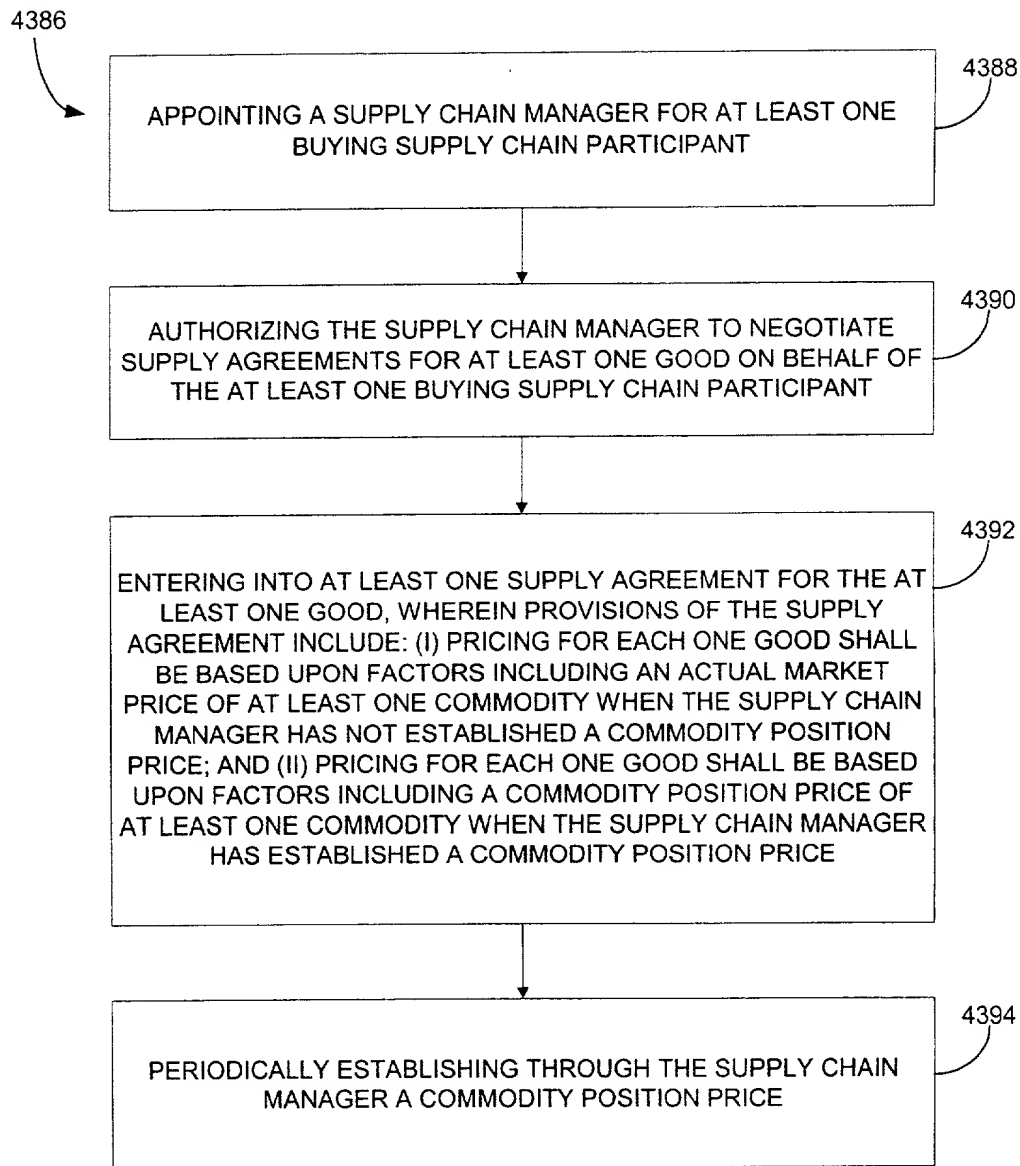




**FIG. 43B**



**FIG. 43C**



**FIG. 43D**

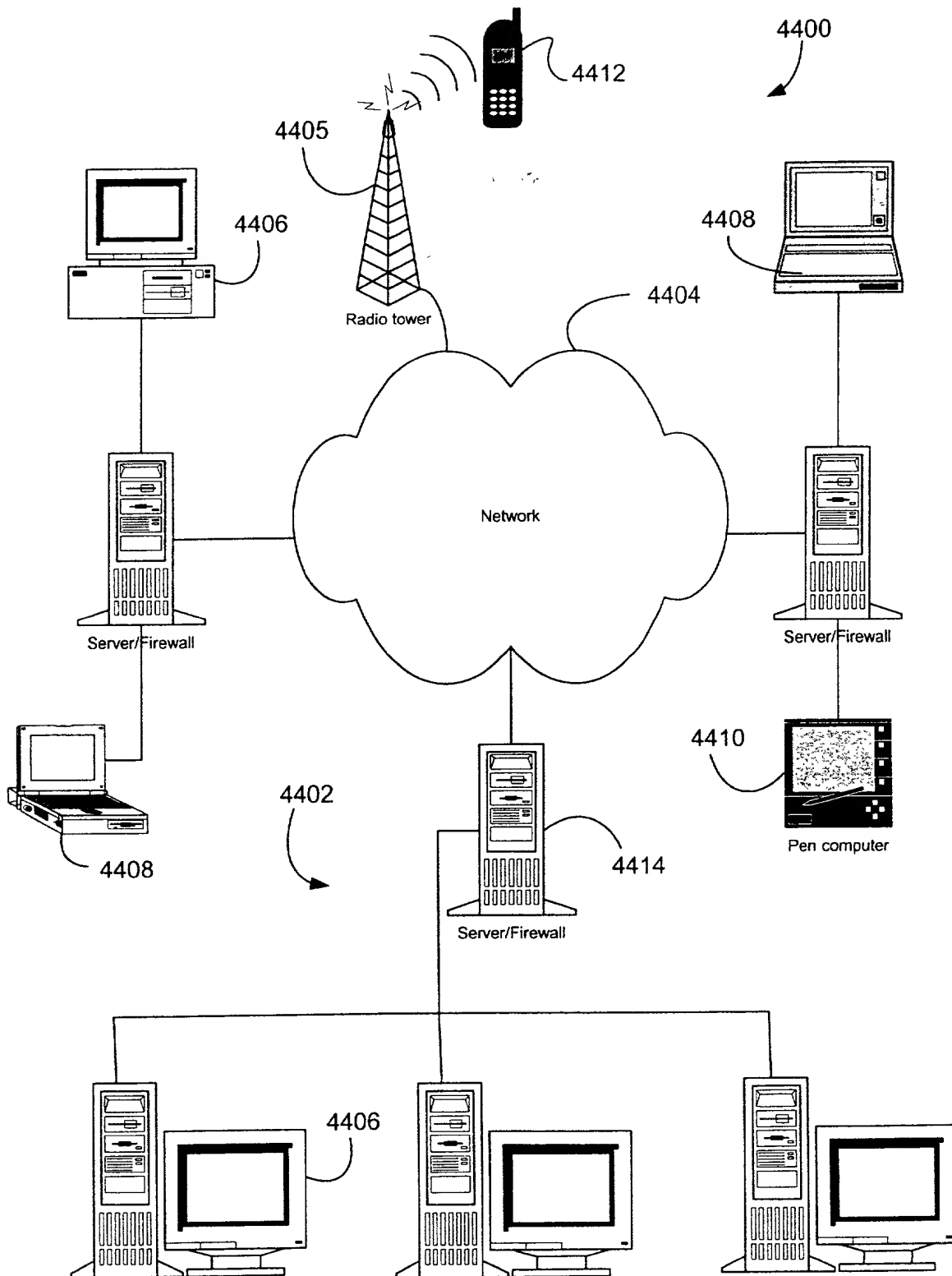


FIG. 44

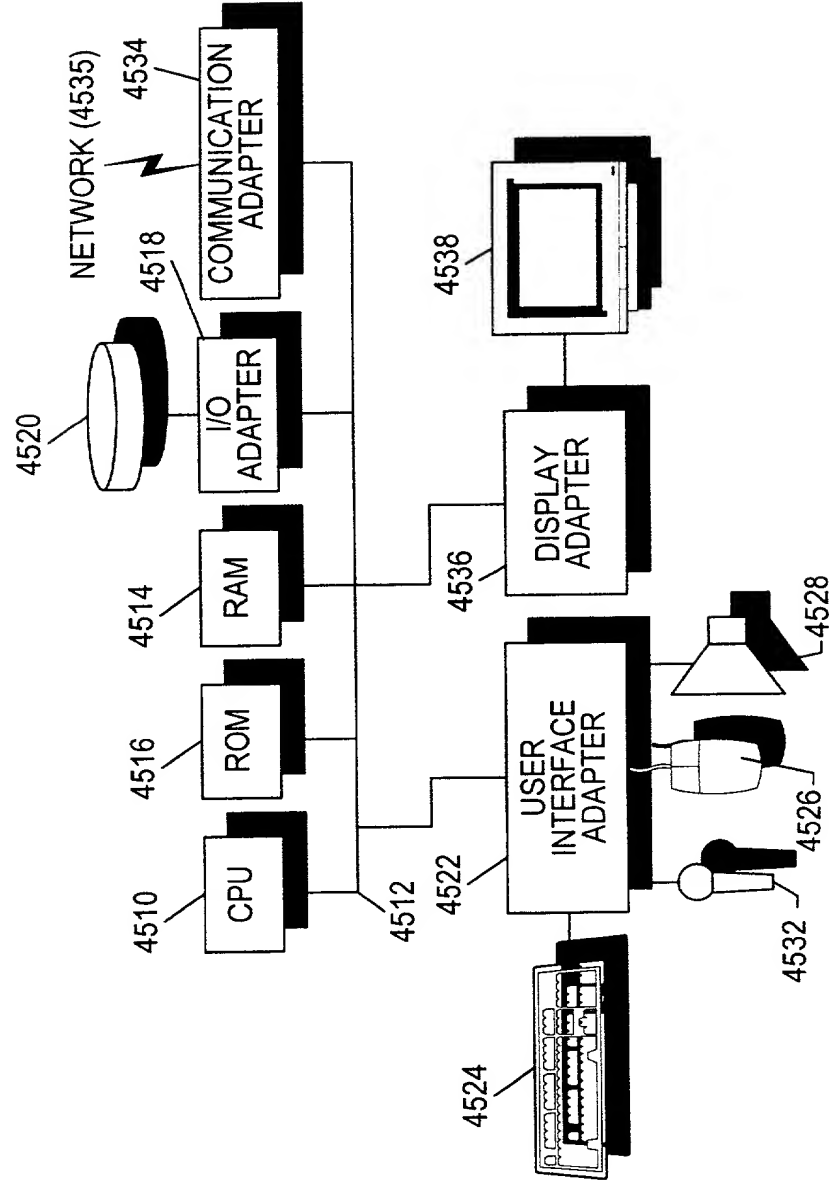
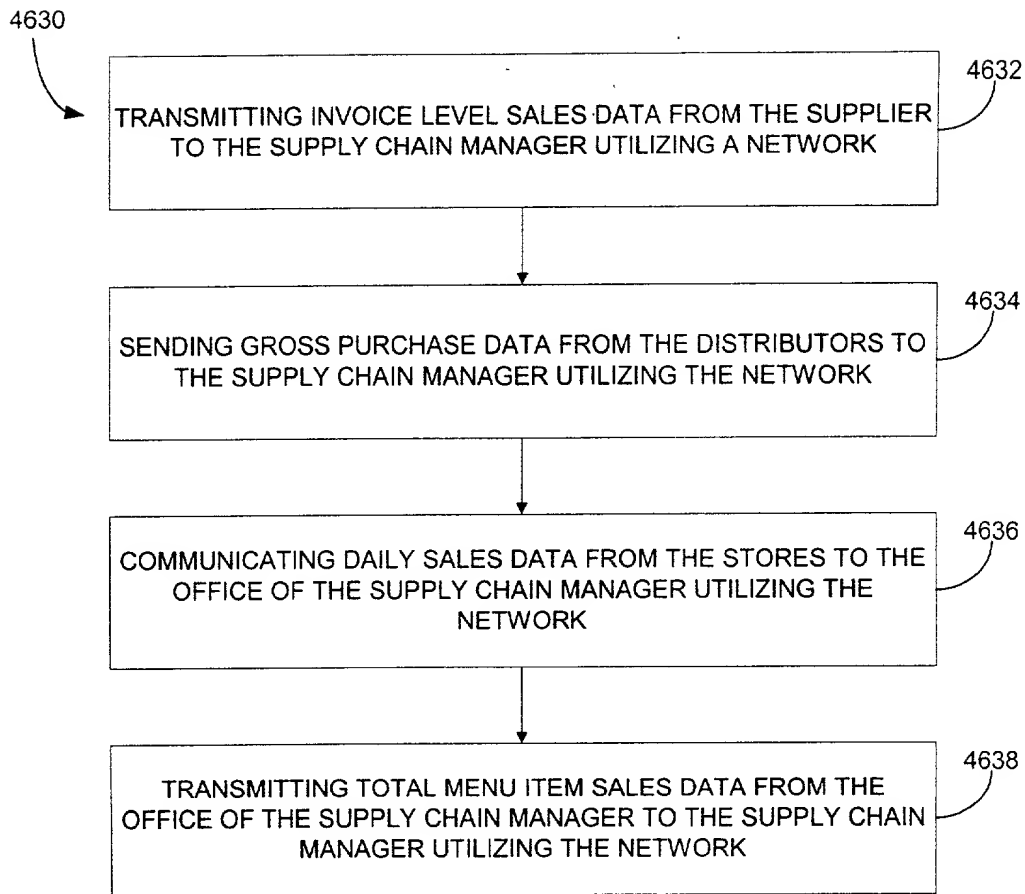
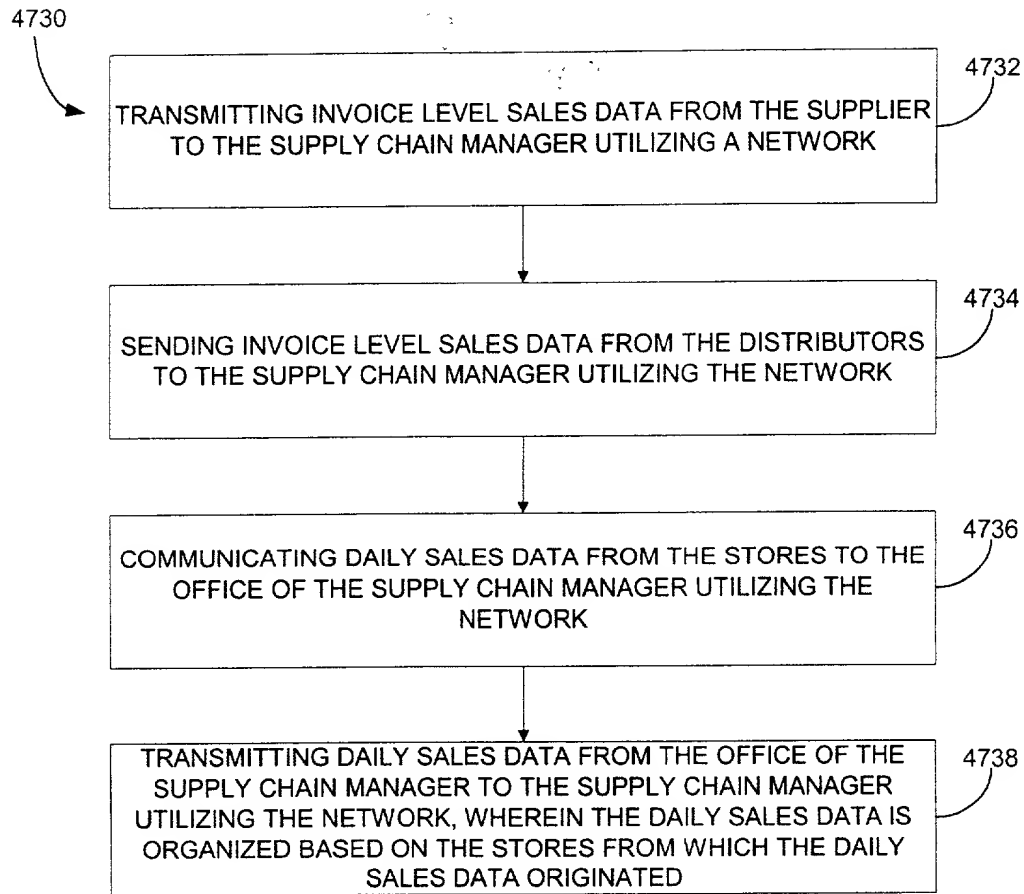


FIG. 45



**FIG. 46**



**FIG. 47**

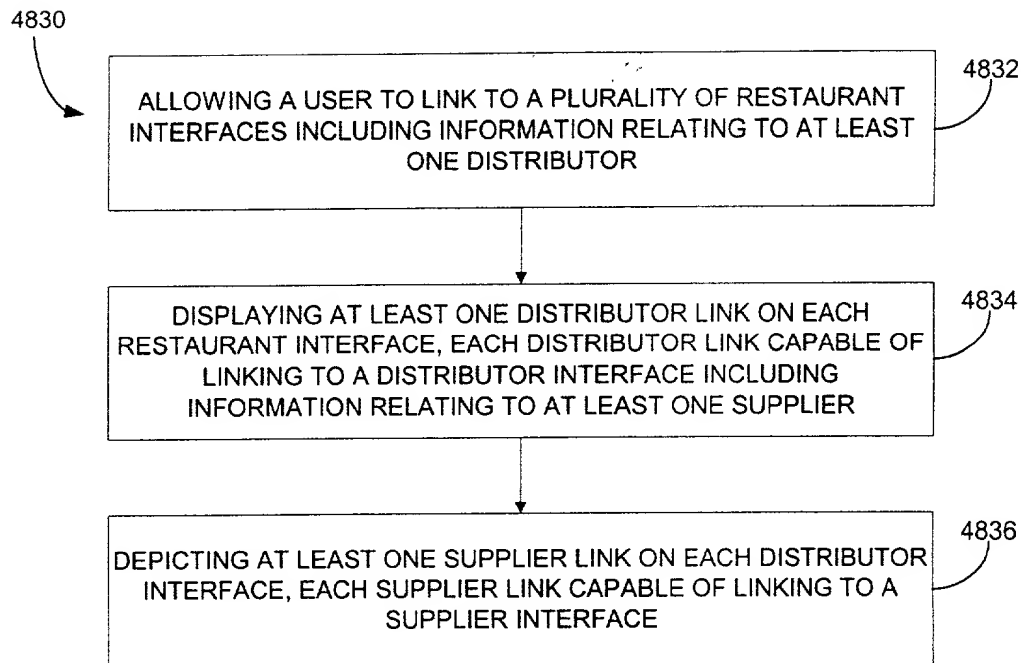


FIG. 48



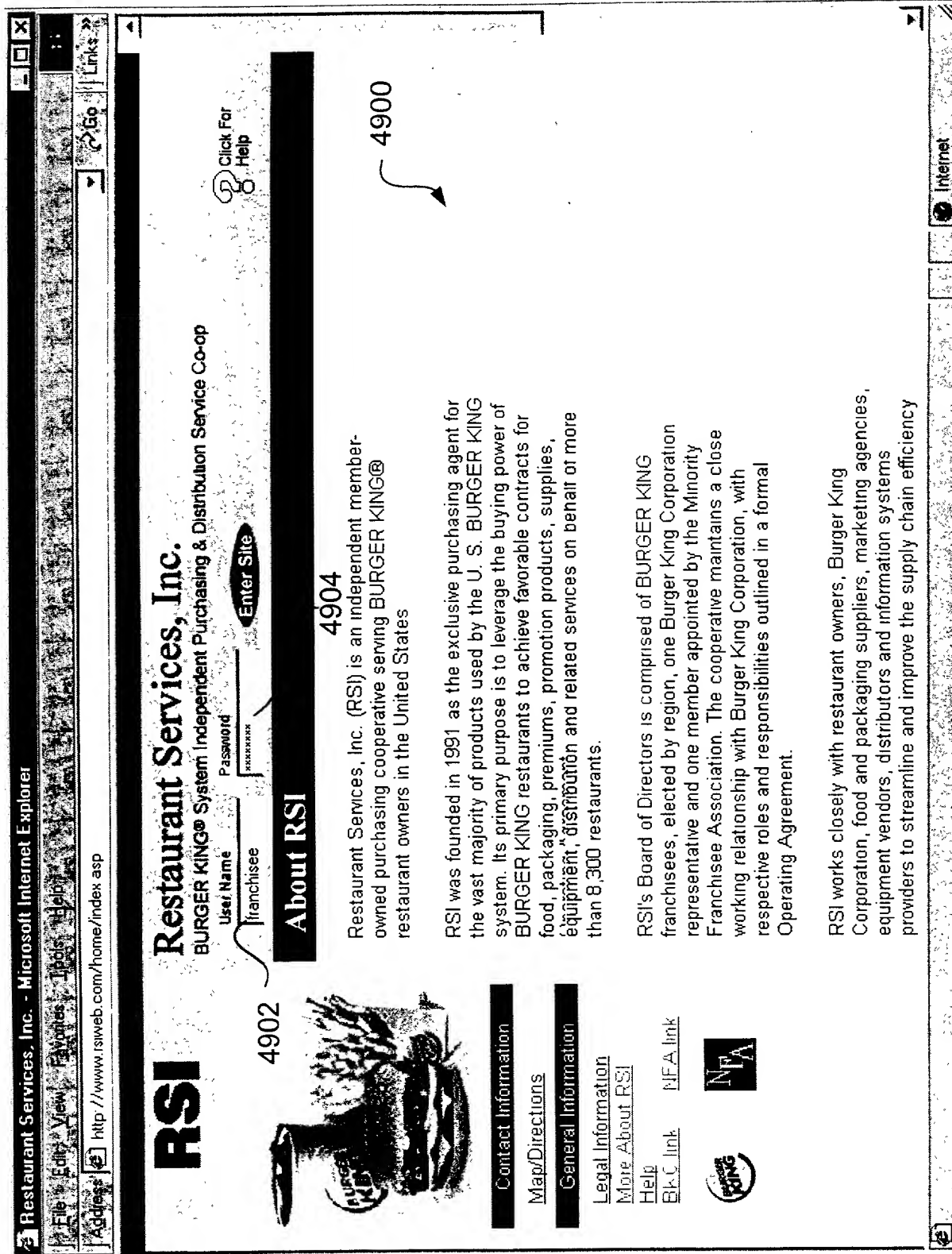


FIG. 49

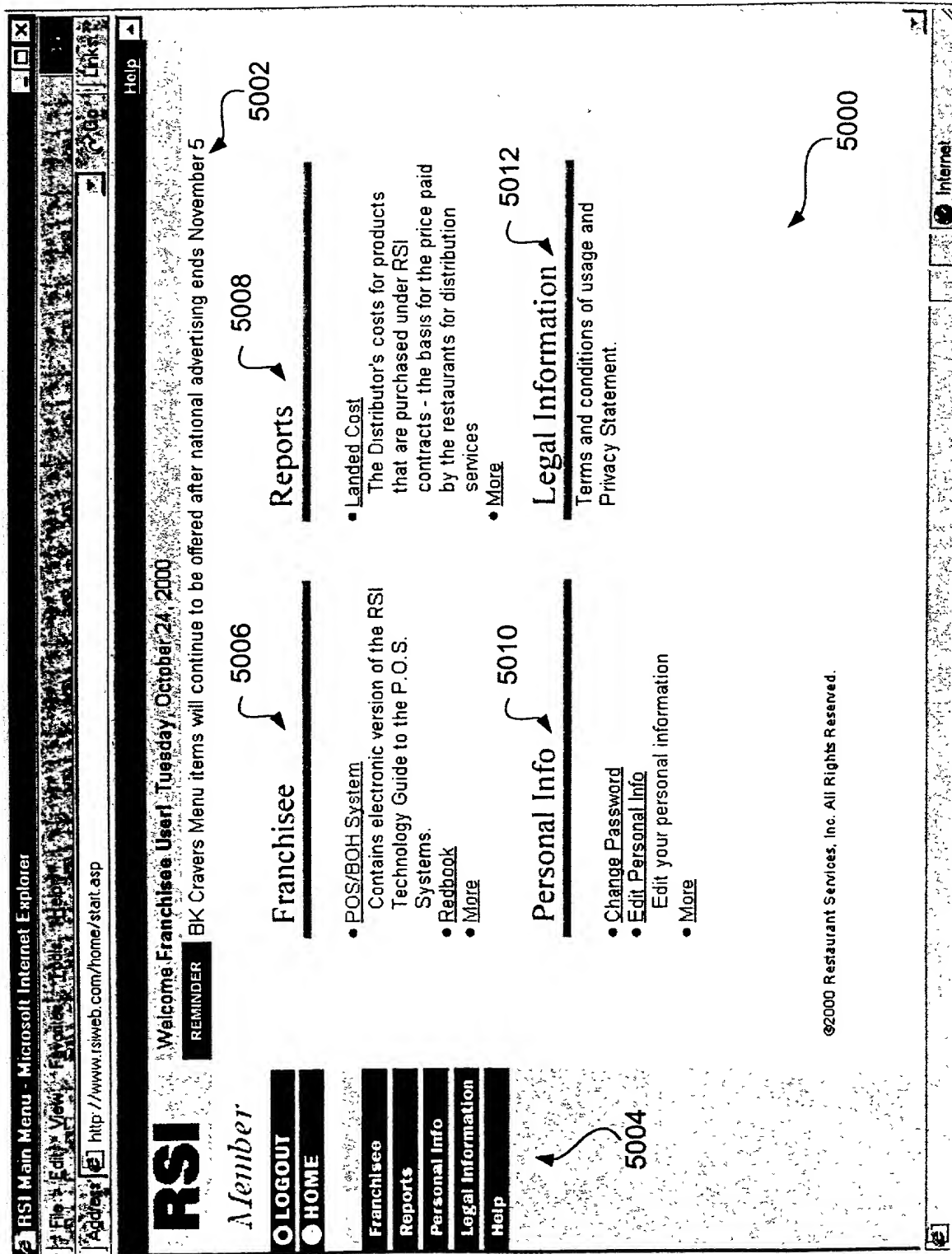
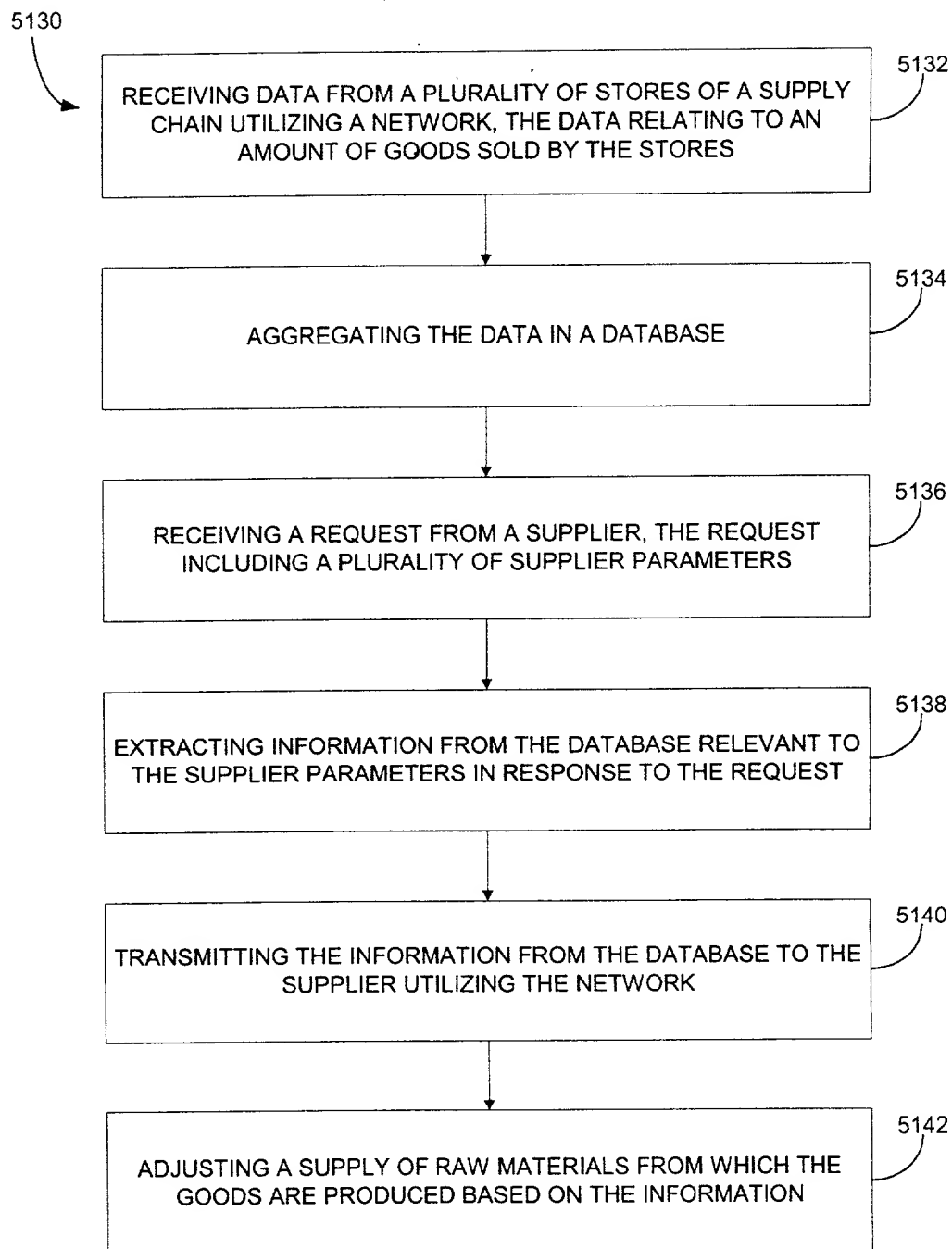
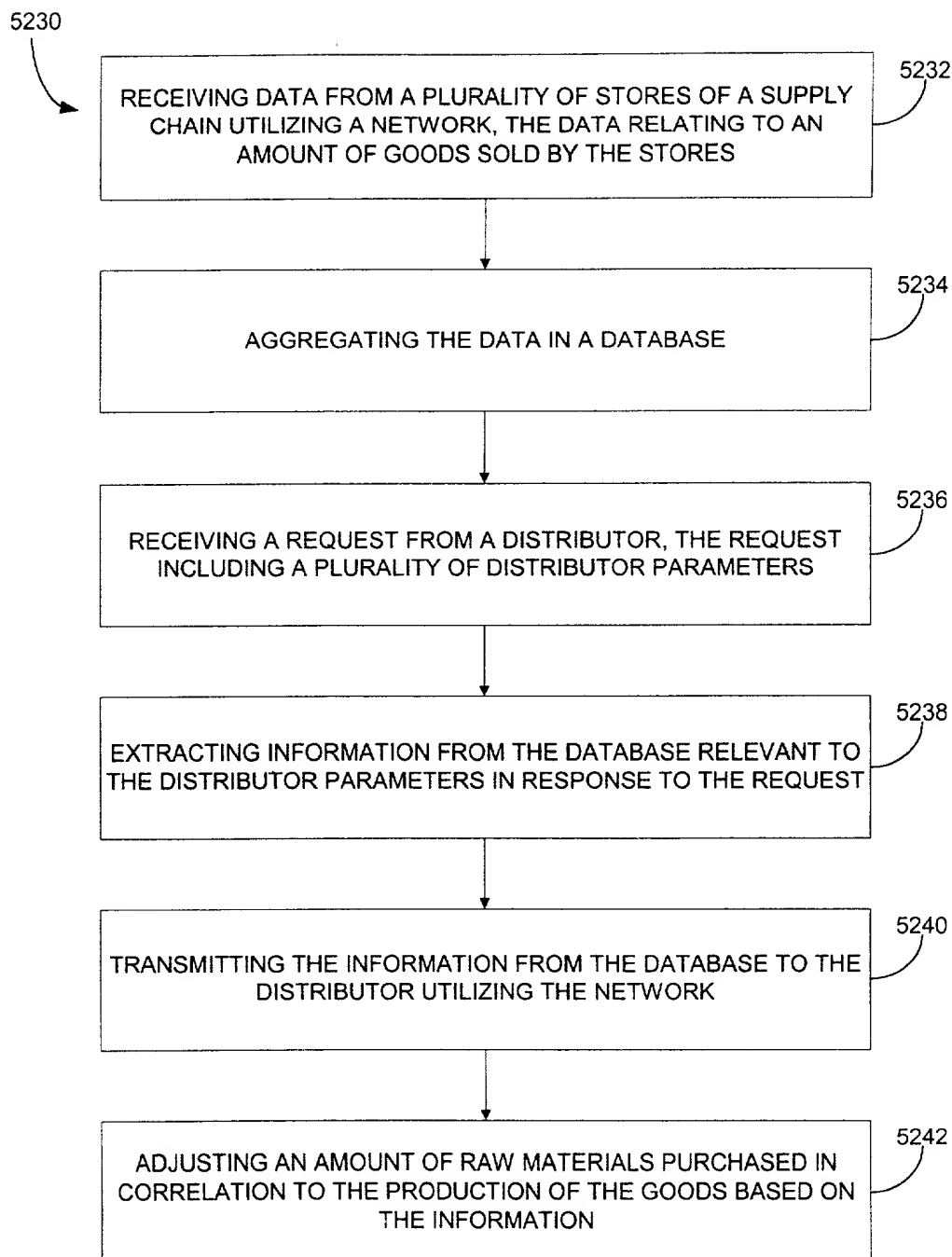


FIG. 50



**FIG. 51**



**FIG. 52**

709020" 23097860

**RSI**

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POS Implied Daily Usage - Distributor  
 Tuesday, October 24, 2000

5300

Distribution Company: REINHART FOODSERVICE  
 Distribution Center: REINHART - CEDAR RAPIDS, IA

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| DC Item No | Item Description         | % Chg 14 Day Avg | 14 Day Rolling (Total Cases) |       |       |       |       |       |       |       |       |       |       |       |       |       | Week Ending Total |       |       |       |
|------------|--------------------------|------------------|------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|-------|-------|-------|
|            |                          |                  | 10/9                         | 10/10 | 10/11 | 10/12 | 10/13 | 10/14 | 10/15 | 10/16 | 10/17 | 10/18 | 10/19 | 10/20 | 10/21 | 10/22 | 10/9              | 10/10 | 10/11 | 10/12 |
| 18986      | SAUCE: BBQ BULK BULLSEYE | 0.00%            | 19                           | 21    | 23    | 18    | 14    | 14    | 14    | 14    | 14    | 14    | 14    | 14    | 14    | 14    | 109               | 96    | 80    | 72    |
| 20788      | MUSTARD: BULK BK         | 0.00%            | 12                           | 19    | 20    | 16    | 14    | 14    | 14    | 14    | 14    | 14    | 14    | 14    | 14    | 14    | 110               | 104   | 104   | 100   |
| 24340      | MAYONNAISE: BULK BK      | 0.00%            | 134                          | 107   | 211   | 173   | 150   | 154   | 153   | 150   | 154   | 153   | 150   | 154   | 153   | 150   | 1184              | 1146  | 1142  | 1109  |
| 24988      | STRAW WRAPPED 7.75" BK   | 0.00%            | 21                           | 33    | 34    | 27    | 25    | 24    | 24    | 24    | 24    | 24    | 24    | 24    | 24    | 24    | 180               | 178   | 186   | 178   |
| 25318      | FORK: WRAPPED BULK BK    | 0.00%            | 10                           | 11    | 12    | 10    | 8     | 8     | 8     | 8     | 8     | 8     | 8     | 8     | 8     | 8     | 70                | 71    | 56    | 58    |
| 25462      | KNIFE: WRAPPED BULK BK   | 0.00%            | 3                            | 3     | 3     | 3     | 2     | 2     | 2     | 2     | 2     | 2     | 2     | 2     | 2     | 2     | 18                | 15    | 8     | 0     |
| 27662      | KETCHUP: BULK BAG IN BOX | 0.00%            | 85                           | 134   | 142   | 115   | 104   | 102   | 101   | 100   | 102   | 104   | 102   | 101   | 100   | 102   | 795               | 771   | 776   | 743   |
| 27680      | KETCHUP: PACKETS 10g BK  | 0.00%            | 127                          | 194   | 205   | 160   | 143   | 142   | 139   | 144   | 142   | 139   | 144   | 142   | 139   | 140   | 1112              | 1070  | 1078  | 1044  |

Done

Internet

FIG. 53

Local DC Promotion Forecast Report - Microsoft Internet Explorer

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REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

5400

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| Local Promotion Option | ADI                             | Start Date | Projected Dry Usage | Duration (In Weeks) | Participating Rest Count | Non-Participating Restaurants |
|------------------------|---------------------------------|------------|---------------------|---------------------|--------------------------|-------------------------------|
| 32 oz Motor Cup        | Chicago, IL                     | 5/1/00     | 85                  | 99                  | 8                        |                               |
|                        | Davenport-Rt-Moline, IA         | 5/1/00     | 85                  | 32                  | 17                       |                               |
|                        | Des Moines-Ames, IA             | 7/10/00    | 85                  | 17                  | 28                       |                               |
|                        | Omaha, NE                       | 7/10/00    | 85                  | 17                  | 50                       |                               |
|                        | Peoria, IL                      | 6/1/00     | 85                  | 99                  | 17                       |                               |
|                        | Sioux City, IA                  | 6/25/00    | 85                  | 99                  | 10                       |                               |
|                        | Springfield-Decatur-Chmpg, IL   | 6/1/00     | 85                  | 99                  | 1                        |                               |
| 32 oz Motor Cup Total  |                                 |            |                     |                     | 131                      |                               |
| Big King               | Cedar Rapids-Waterloo-Dubuq, IA | 4/15/00    |                     | 99                  | 19                       |                               |
|                        | Davenport-Rt-Moline, IA         | 4/15/00    |                     | 99                  | 17                       |                               |
|                        | Ottumwa-Kirkville, IA           | 4/15/00    |                     | 99                  | 3                        |                               |
| Big King Total         |                                 |            |                     |                     | 39                       |                               |
| Pancake Minis          | Chicago, IL                     | 5/15/00    | 20                  | 99                  | 8                        |                               |
|                        | Peoria, IL                      | 5/1/00     | 20                  | 99                  | 17                       |                               |
|                        | Sioux City, IA                  | 4/15/00    | 20                  | 99                  | 10                       |                               |
| Pancake Minis Total    |                                 |            |                     |                     | 35                       |                               |

Done

Internet

FIG. 54

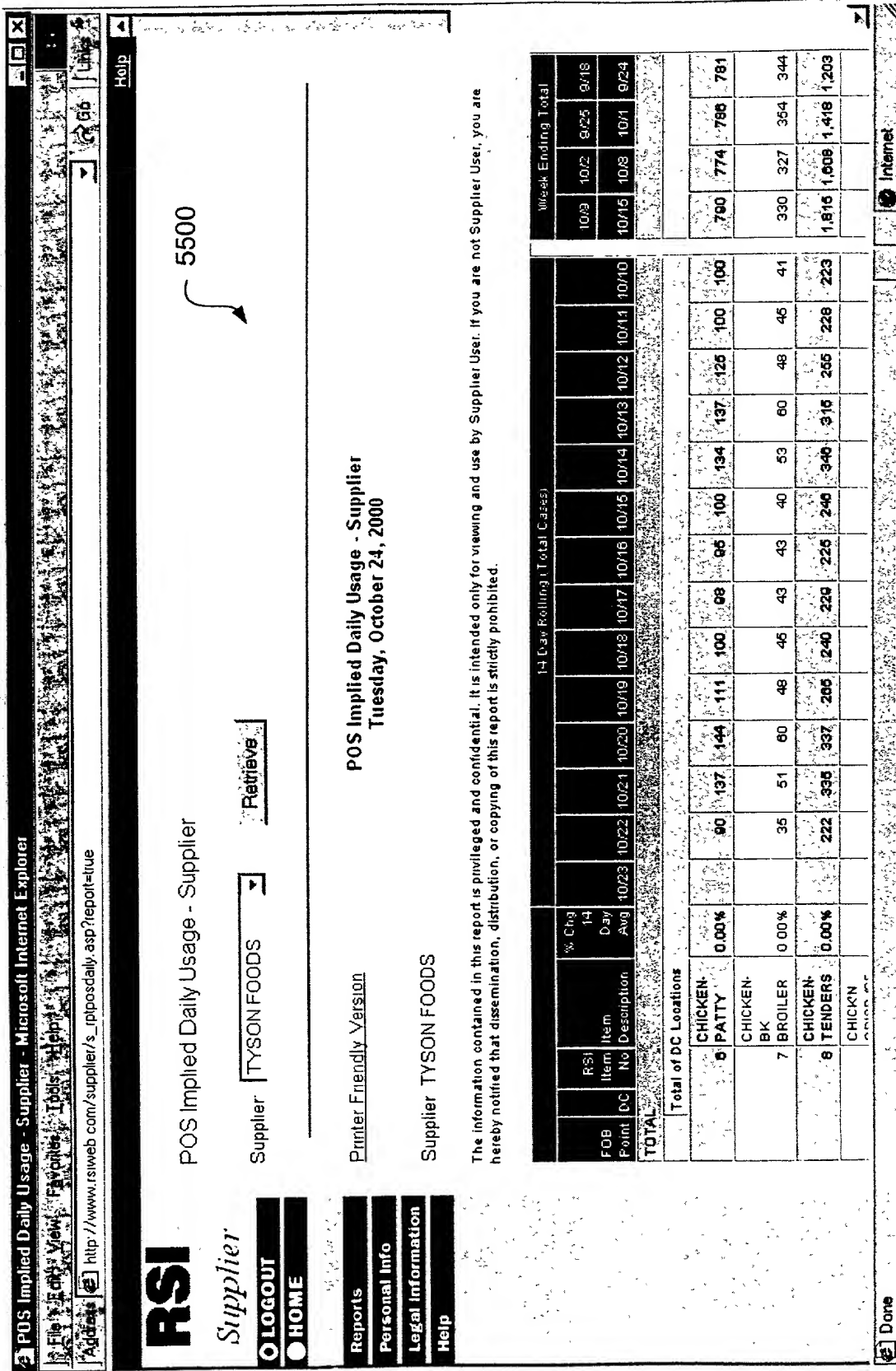
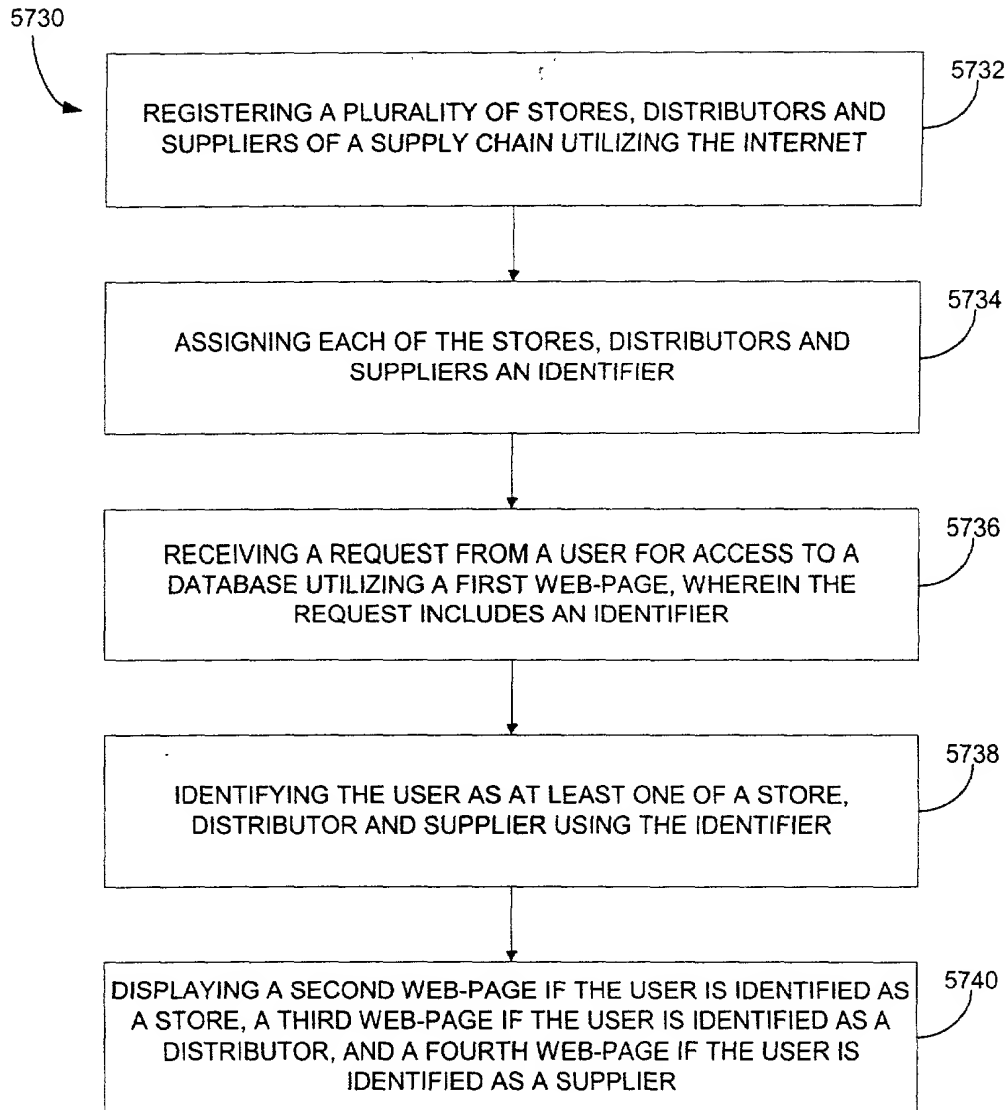


FIG. 55







**FIG. 57**

5804

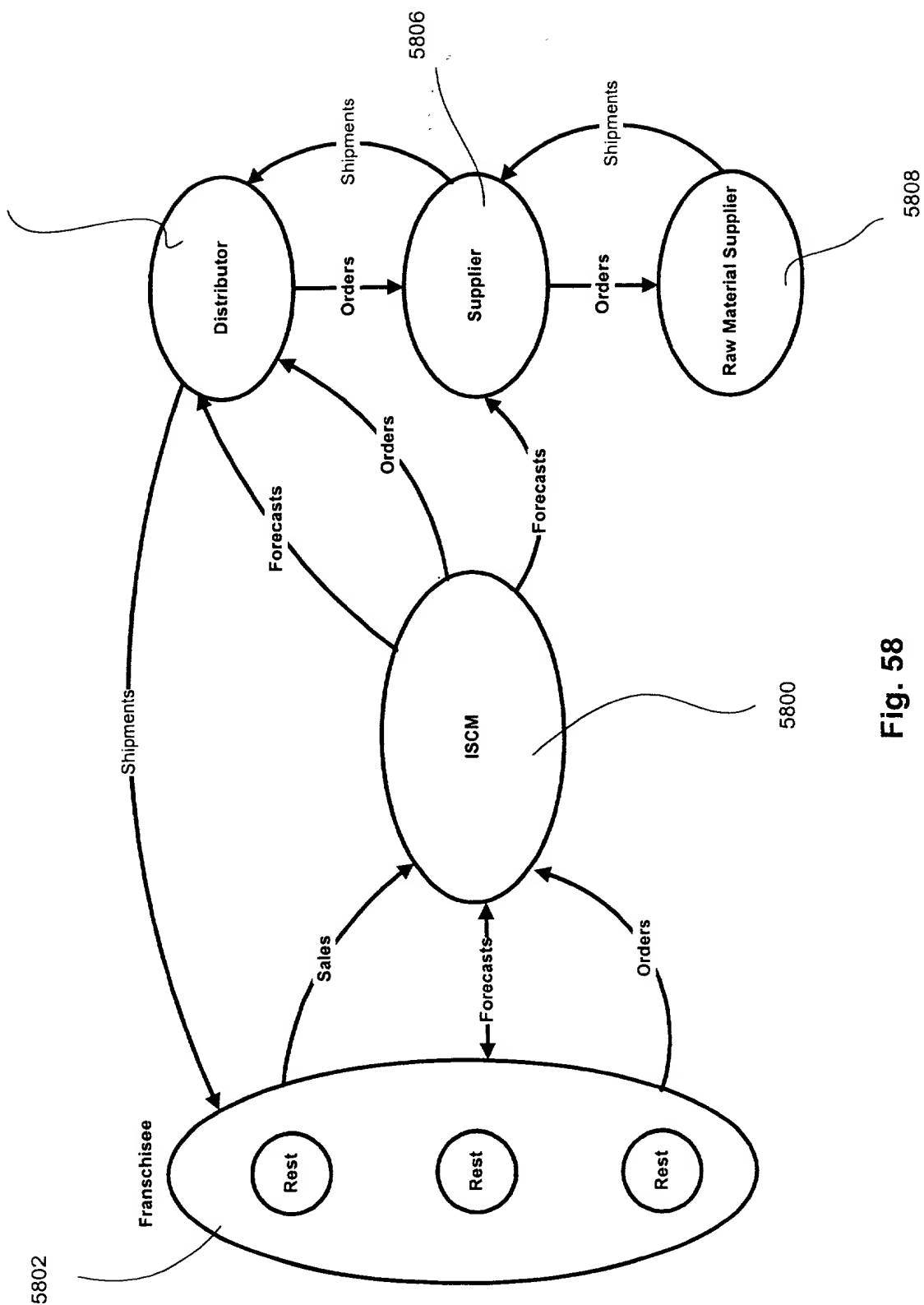
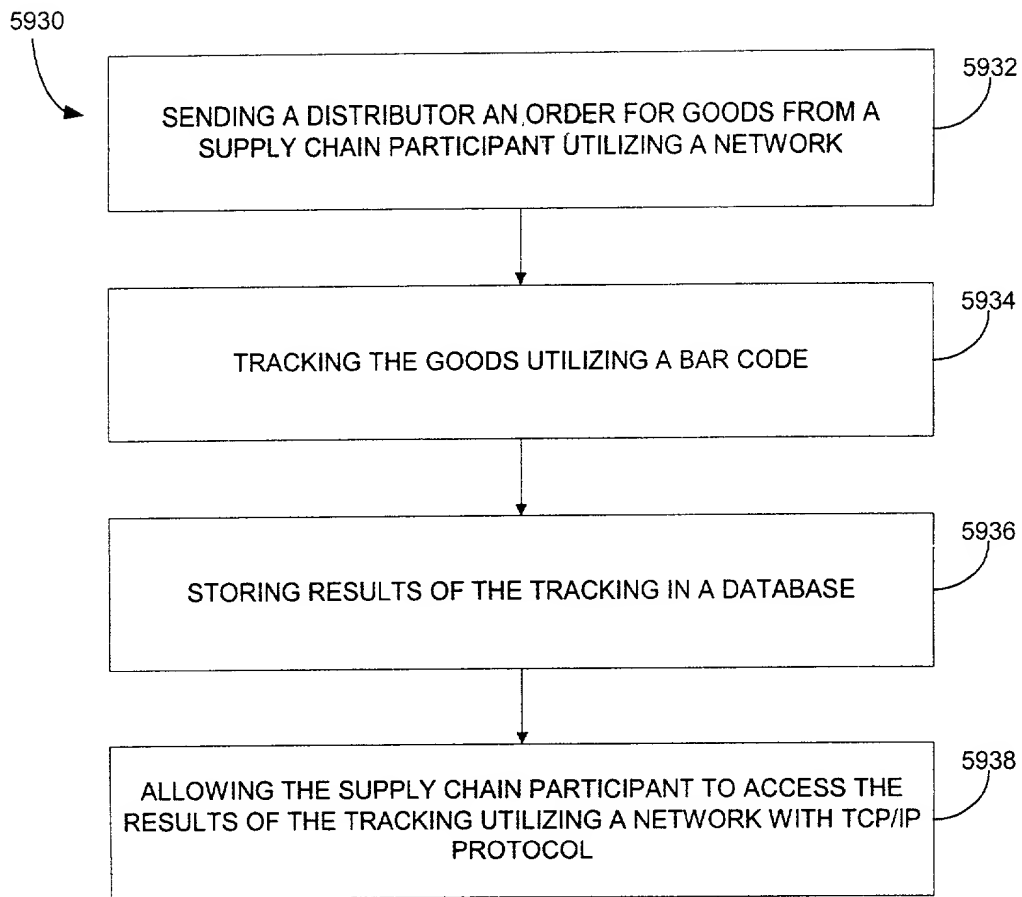


Fig. 58



**FIG. 59**

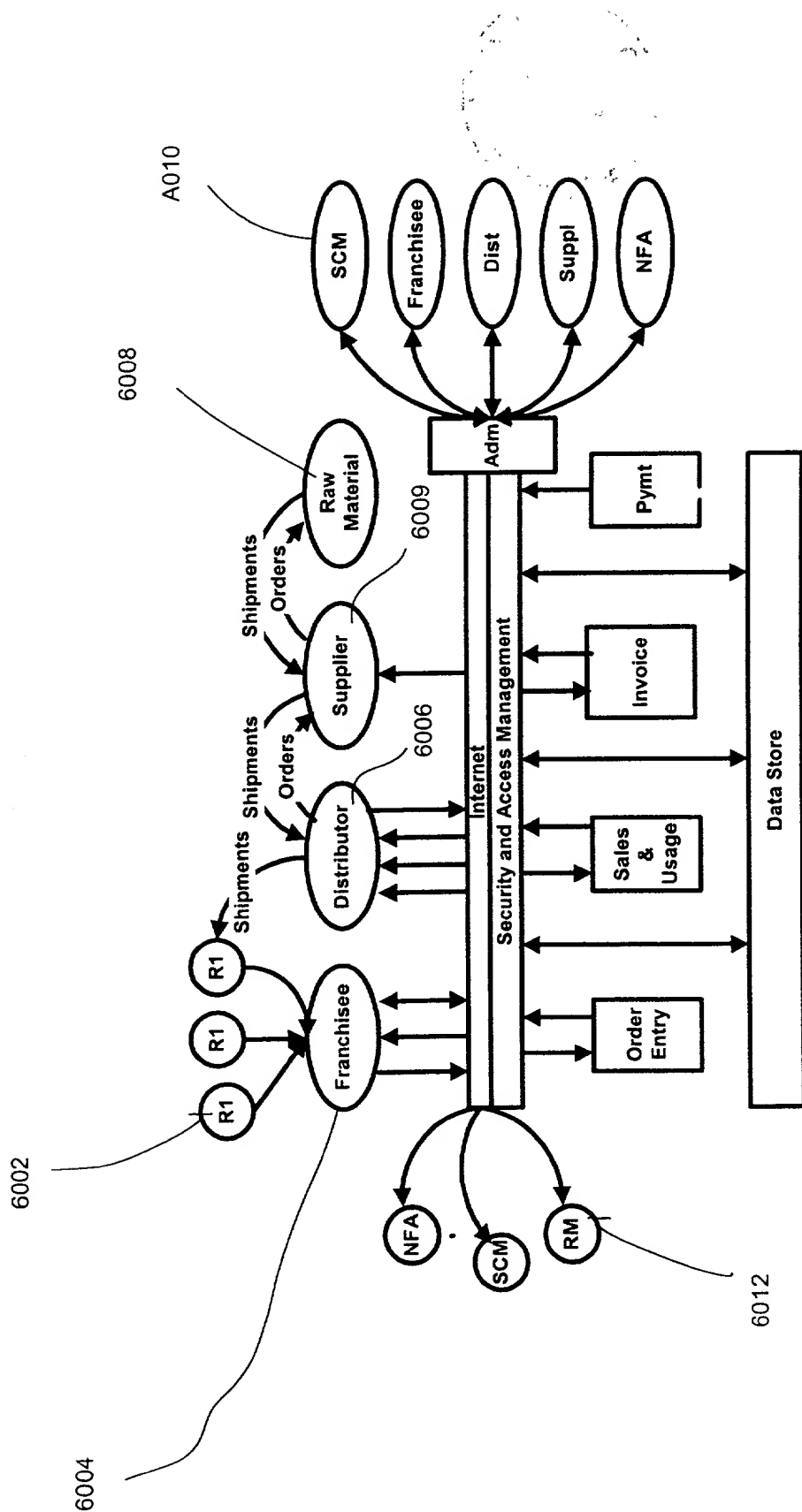


Fig. 60

FIG. 61

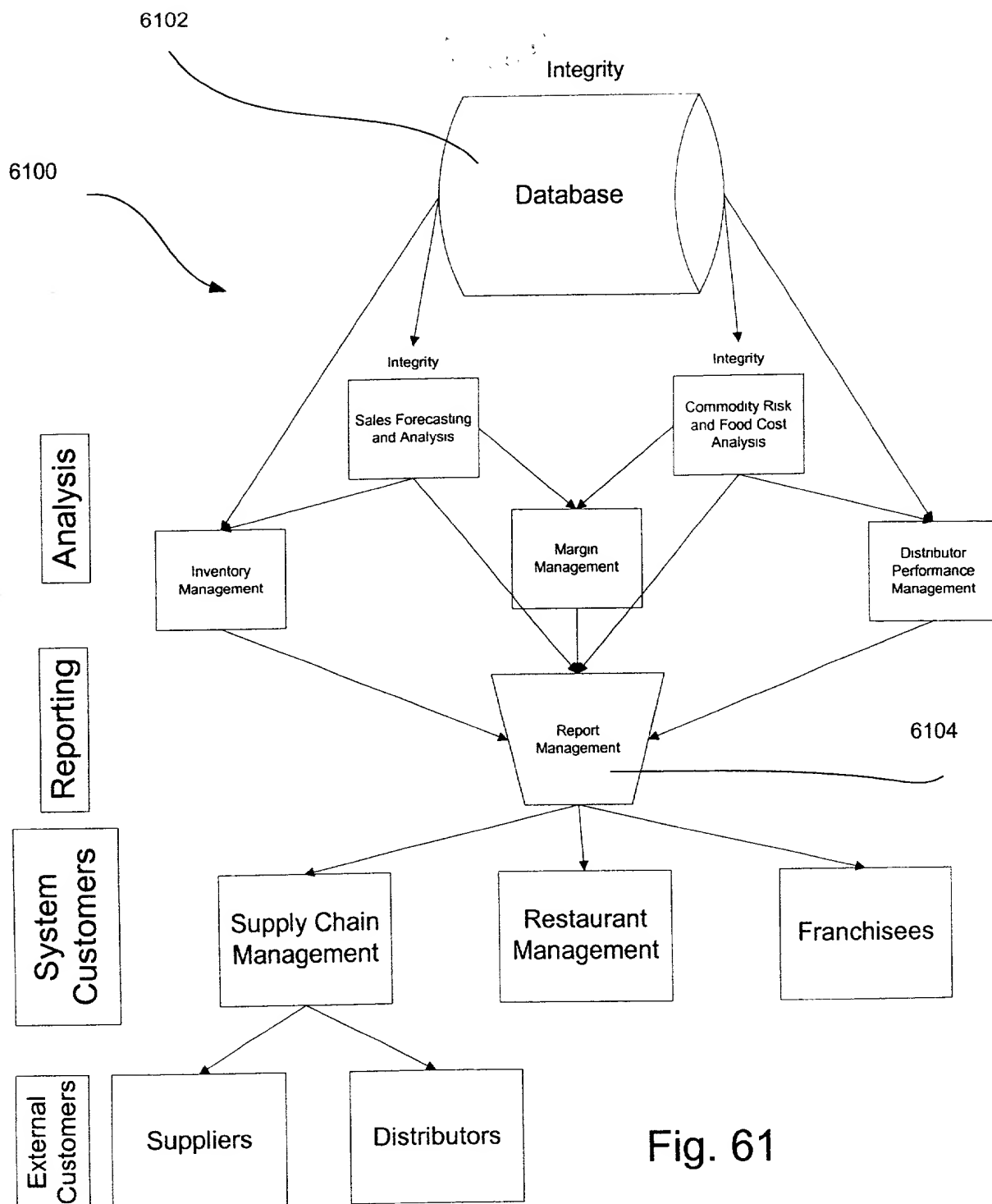
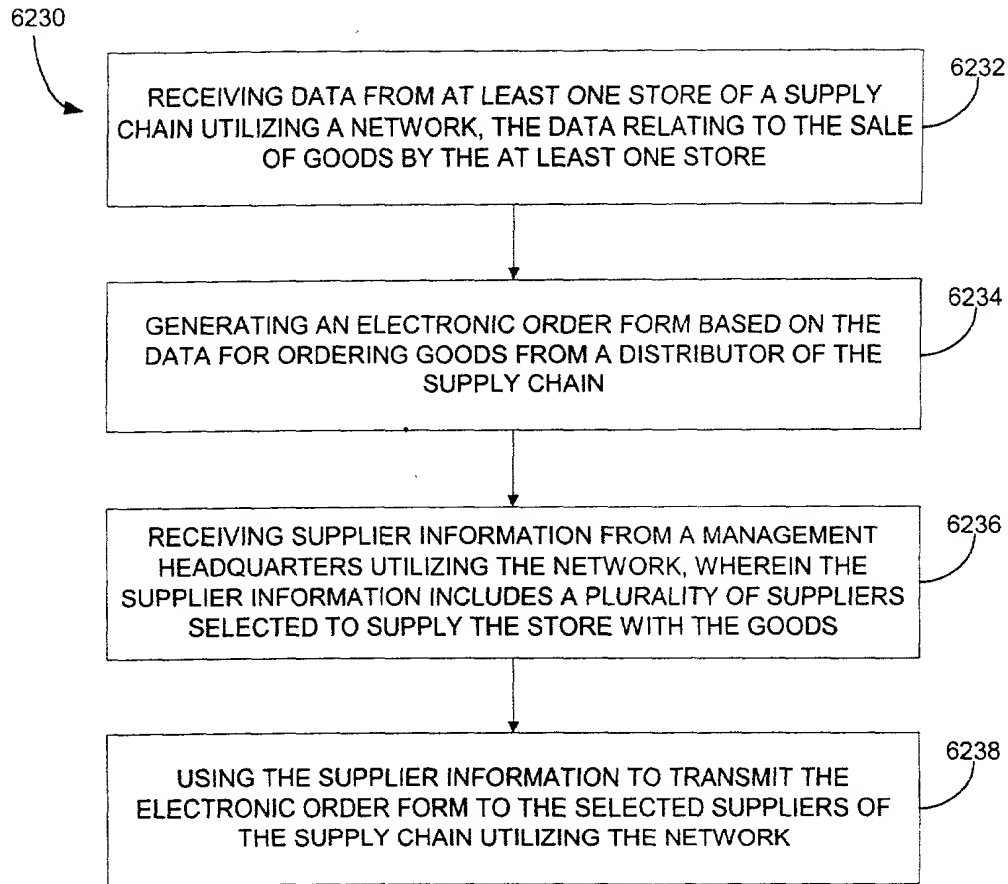


Fig. 61



**FIG. 62**

6300

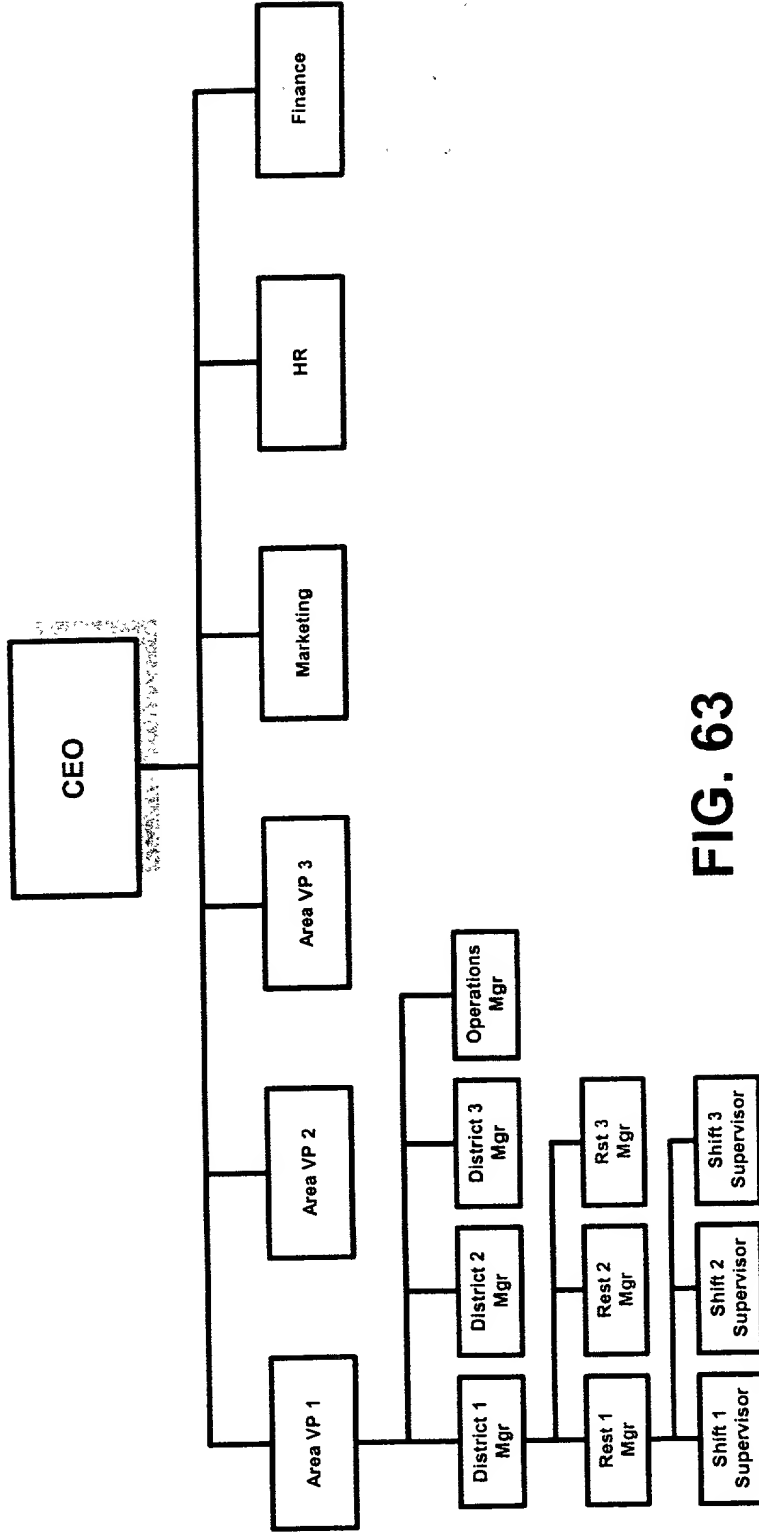
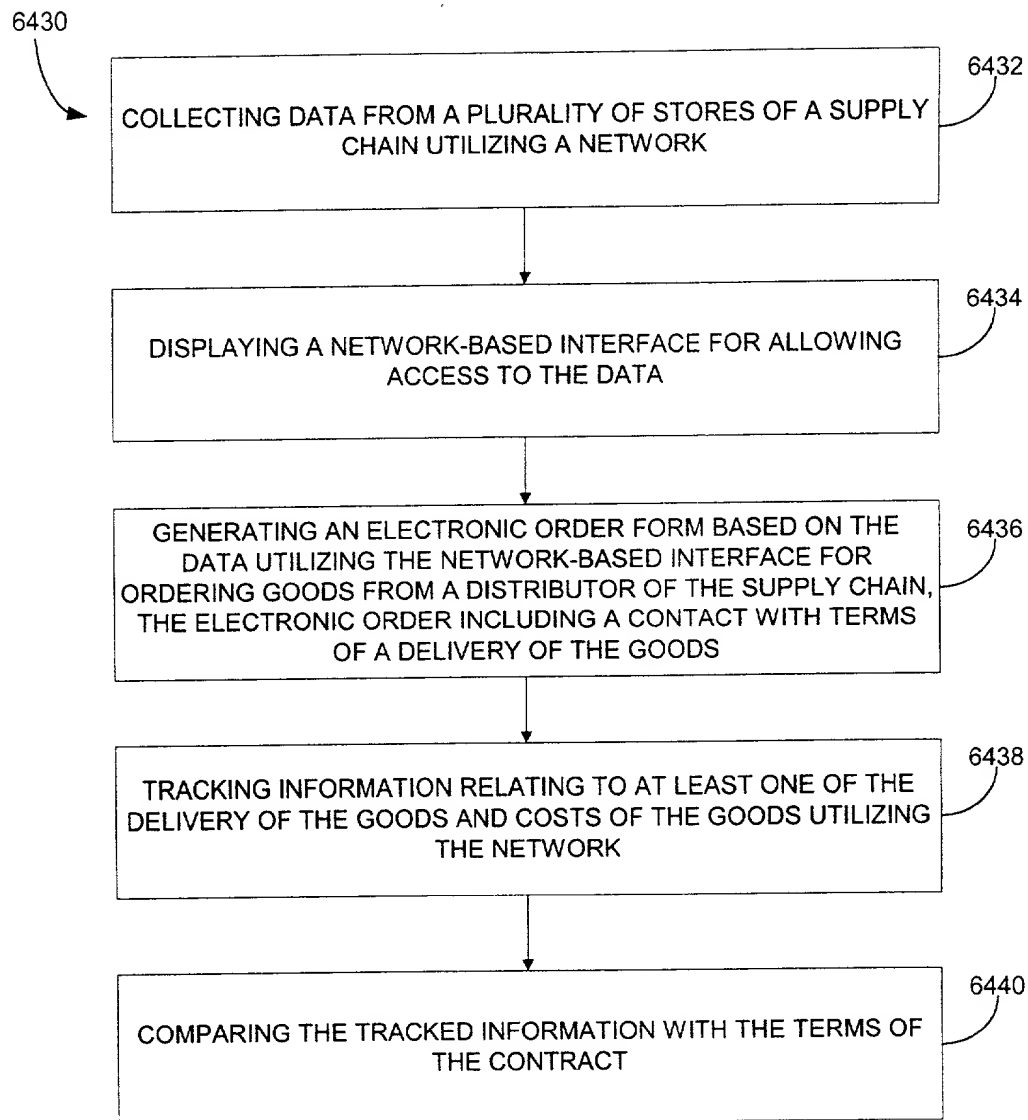


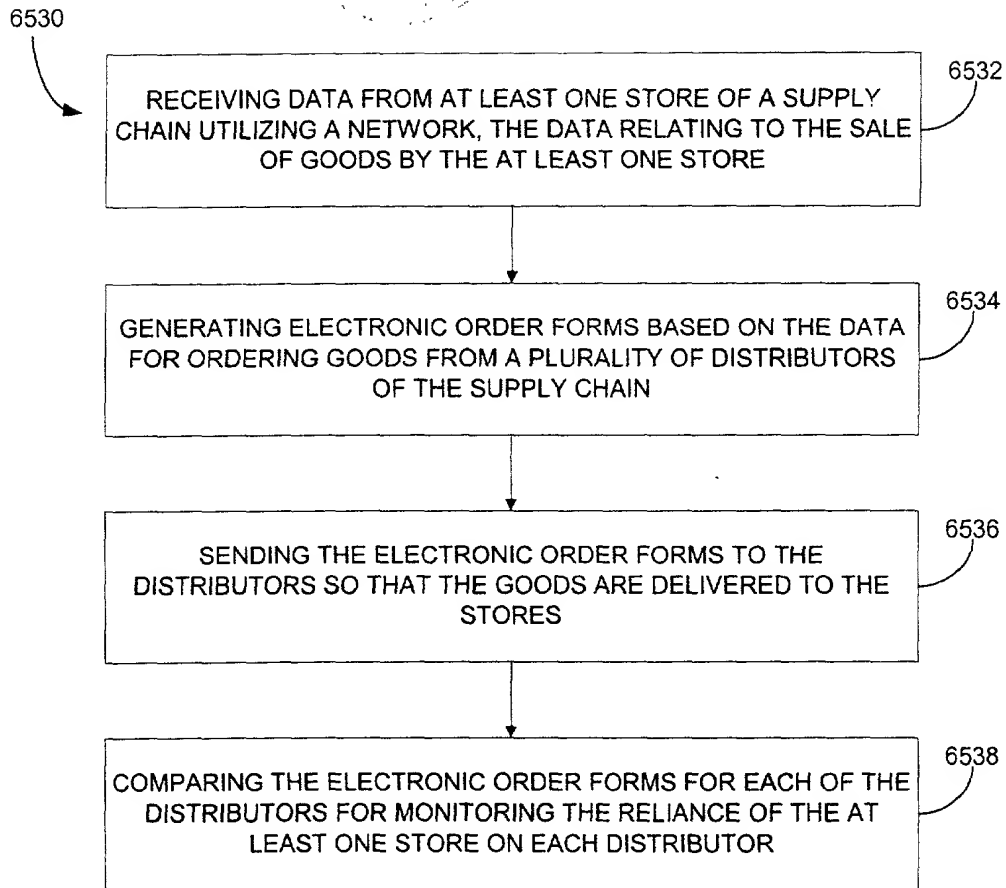
FIG. 63



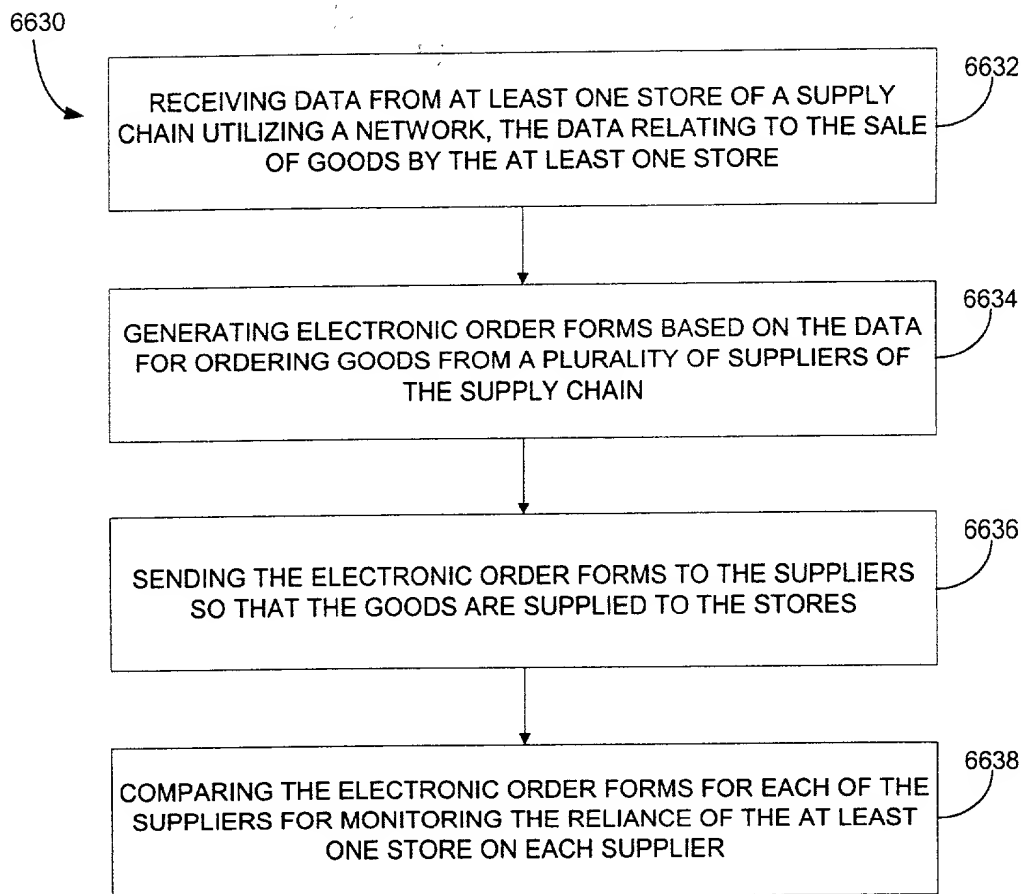
**FIG. 64**



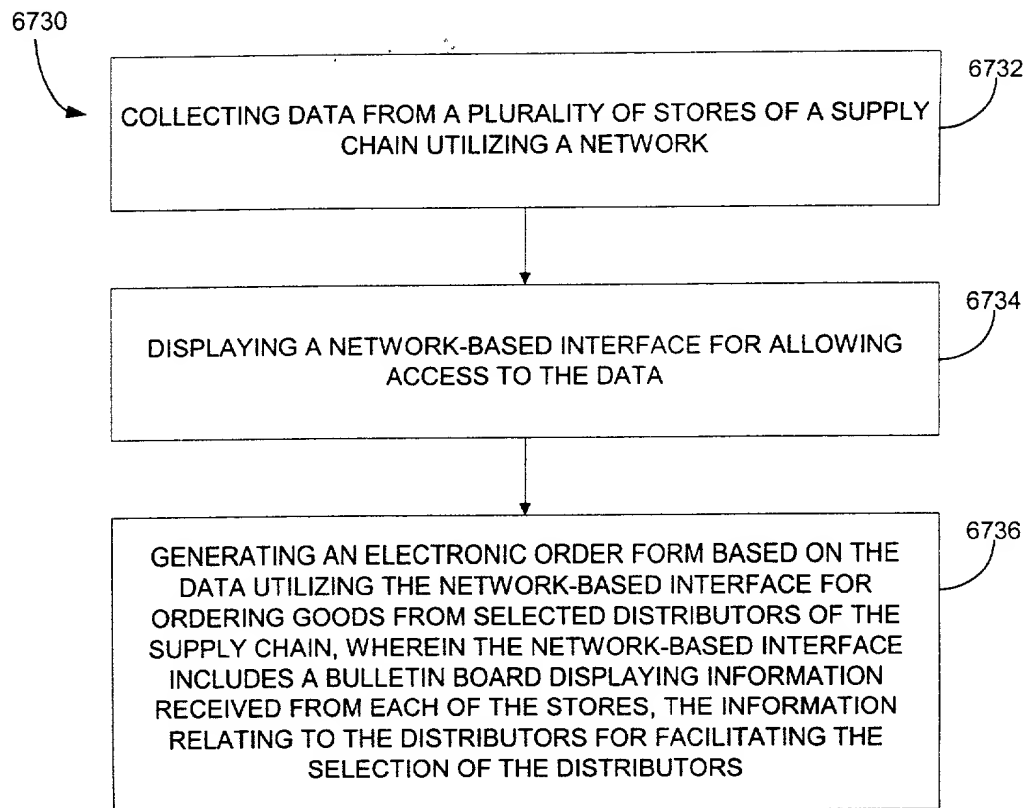
FIG. 65



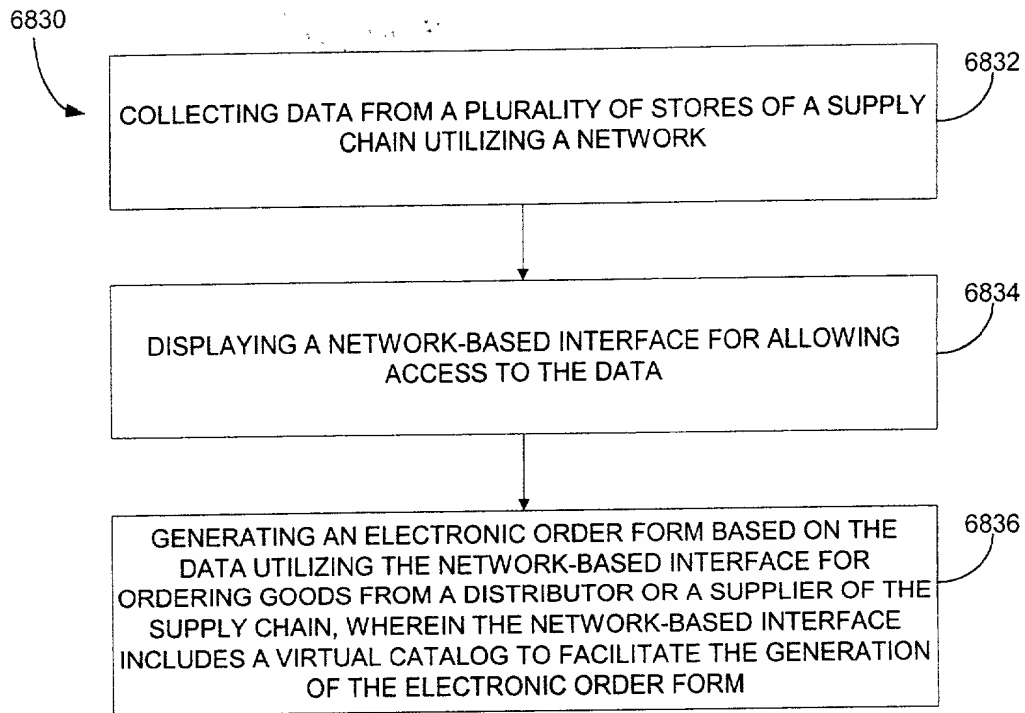
**FIG. 65**



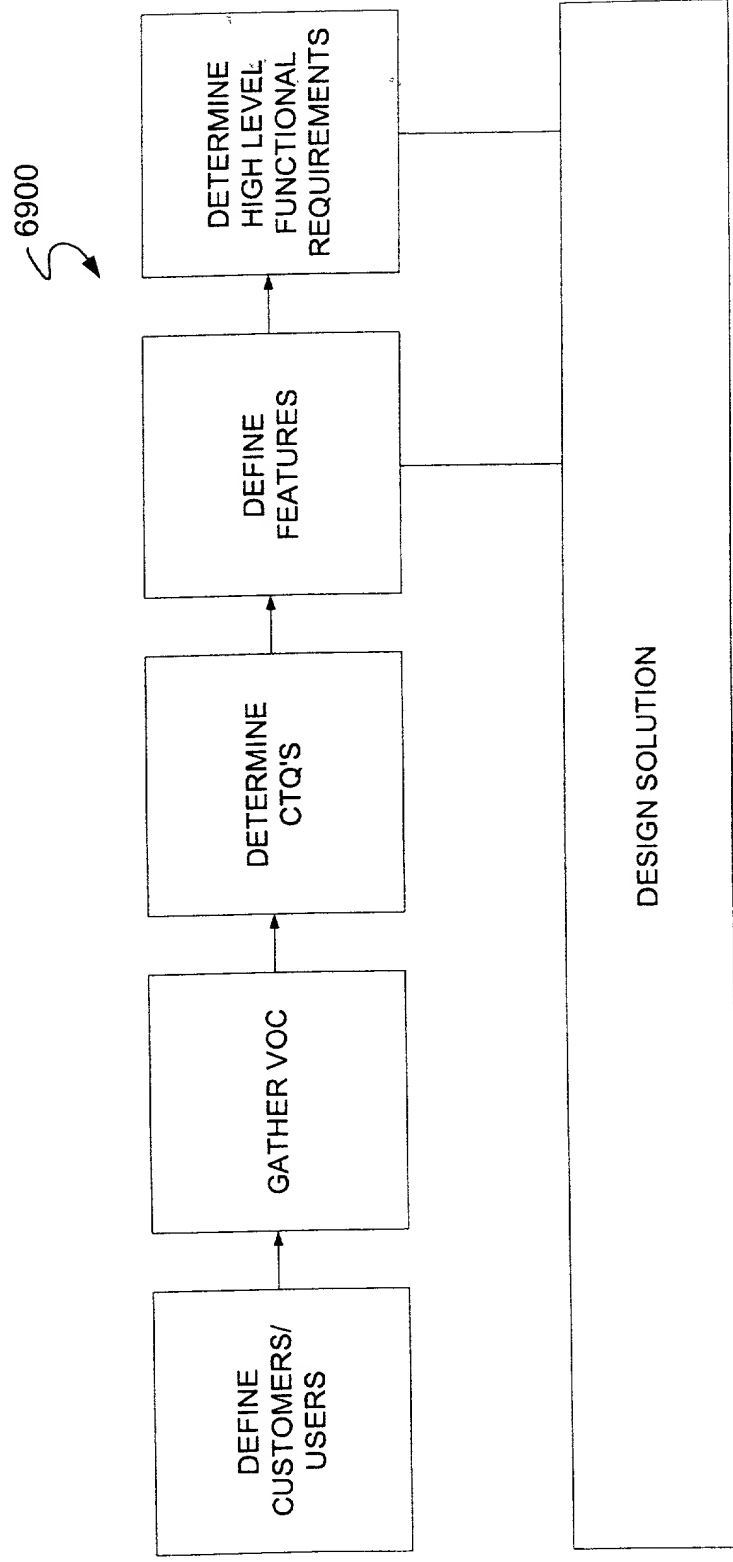
**FIG. 66**



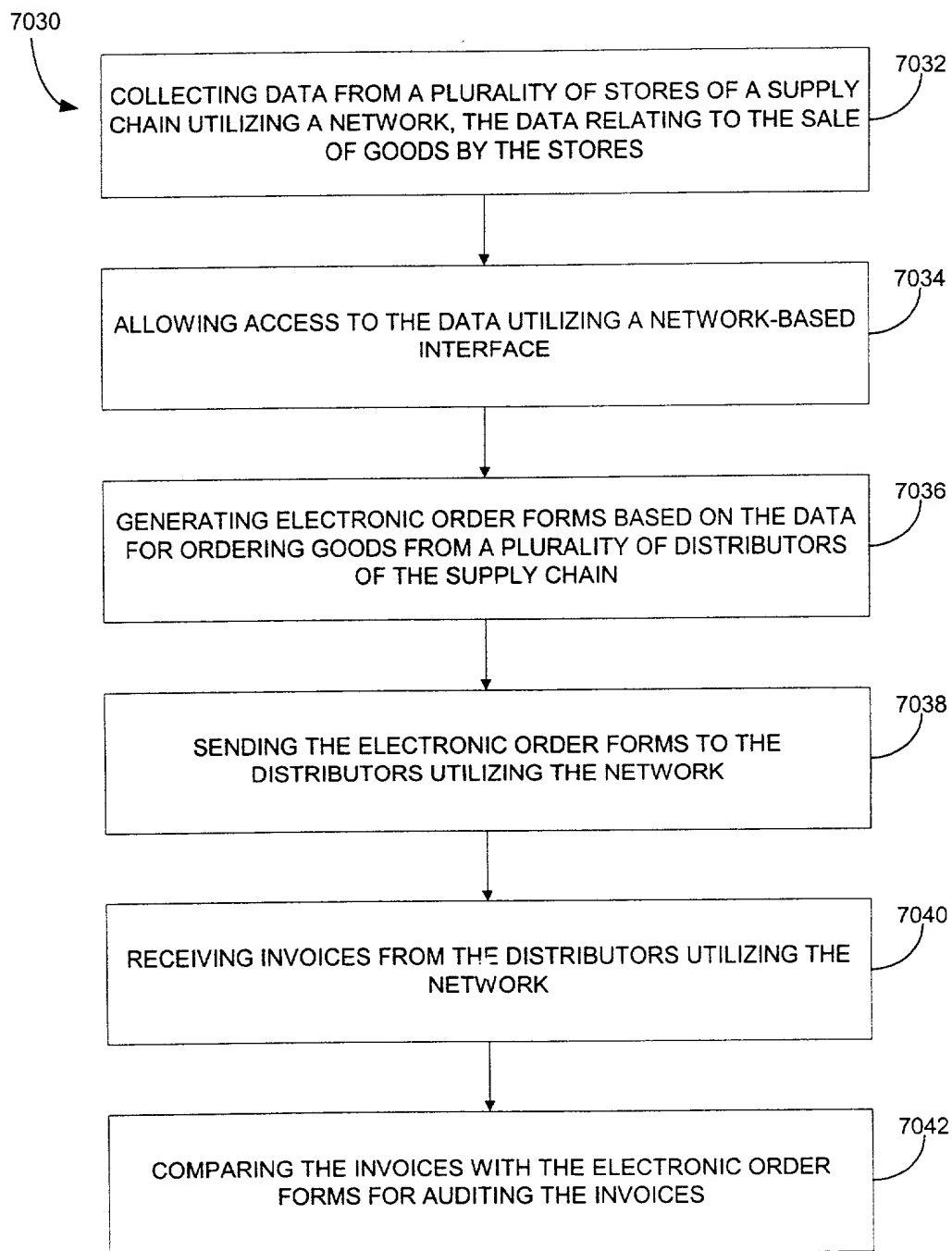
**FIG. 67**



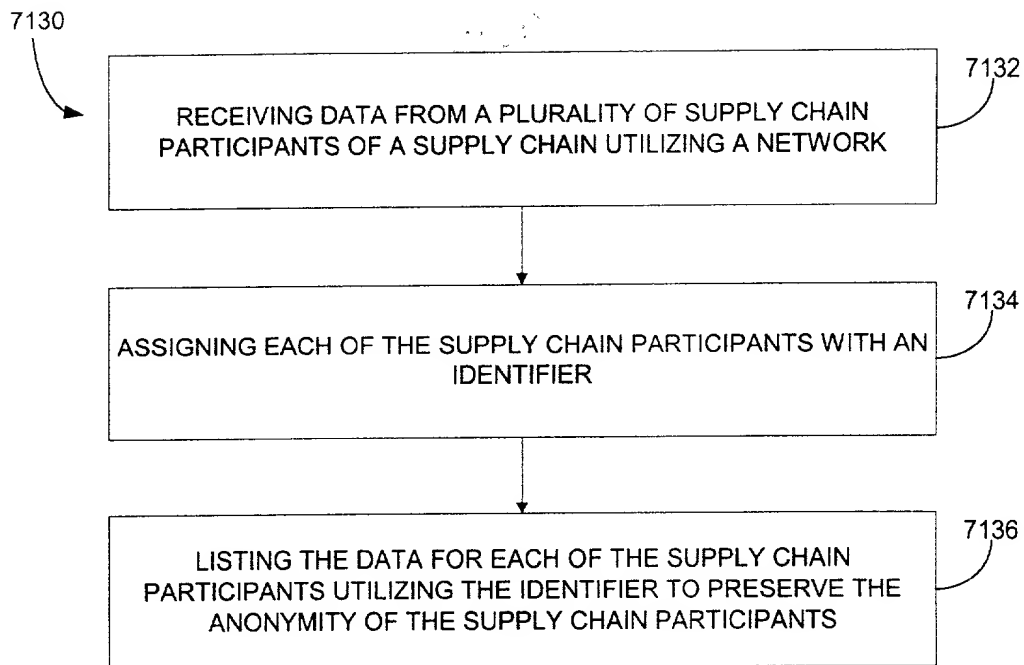
**FIG. 68**



**FIG. 69**



**FIG. 70**



**FIG. 71**

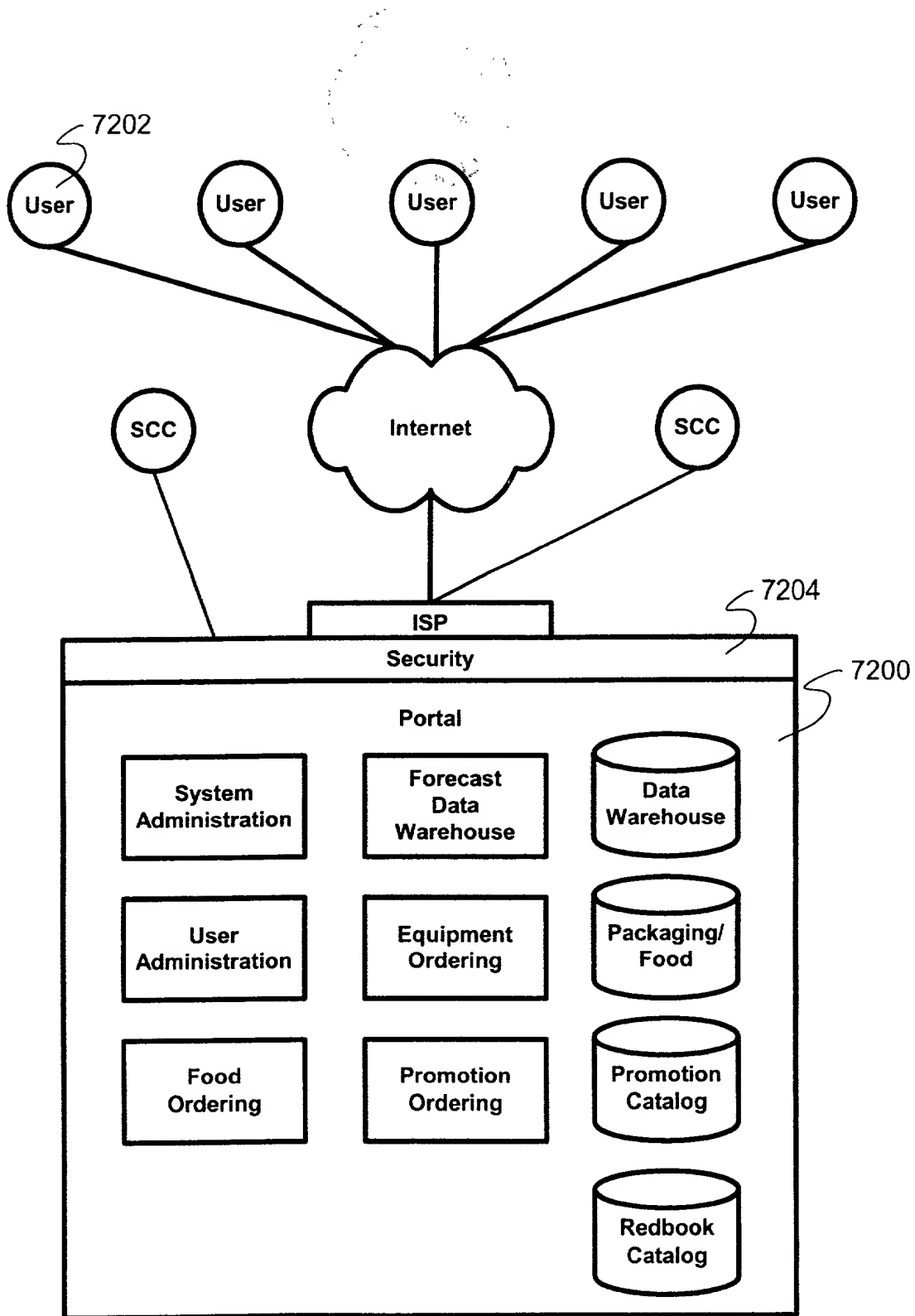


FIG. 72



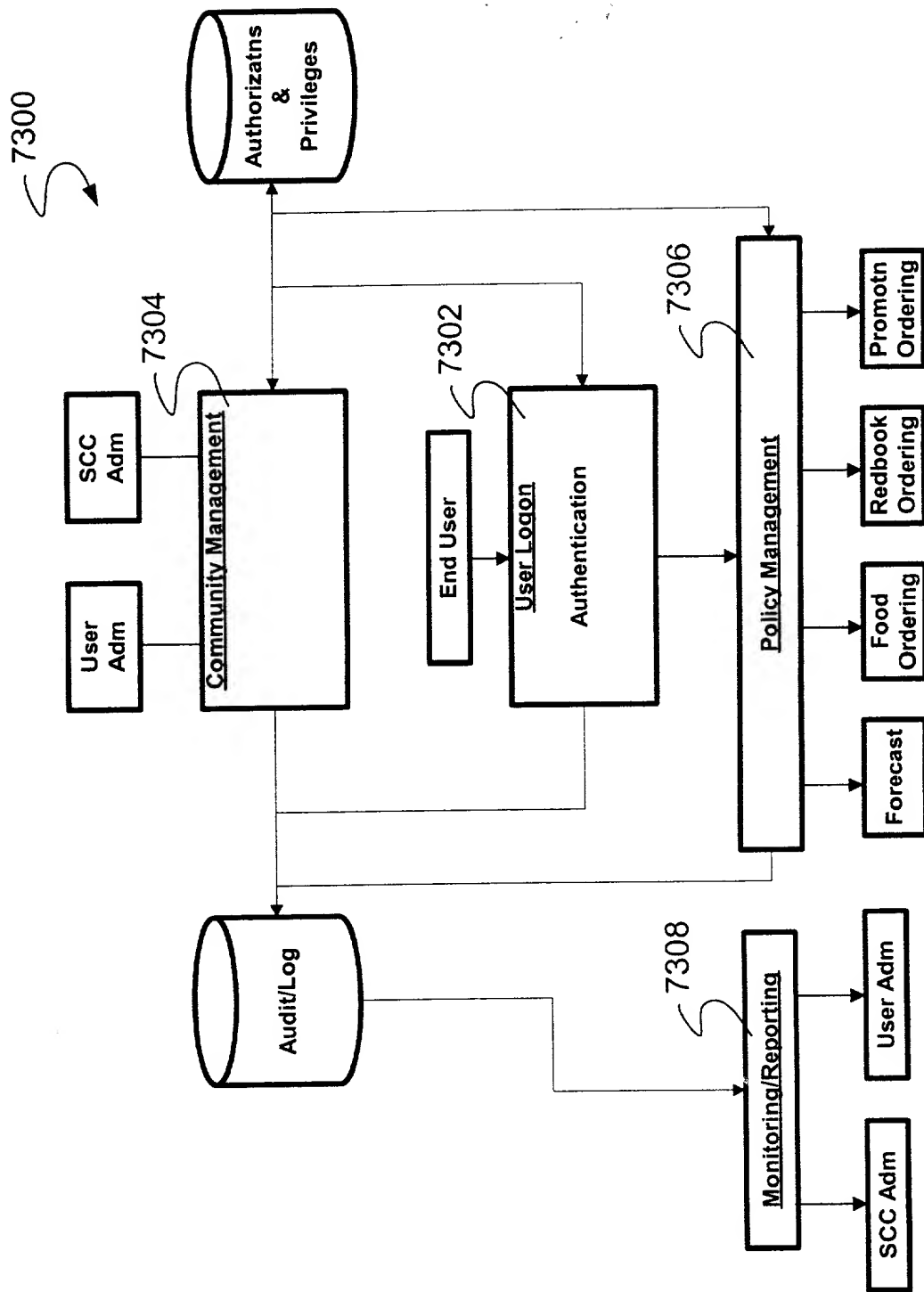


FIG. 73

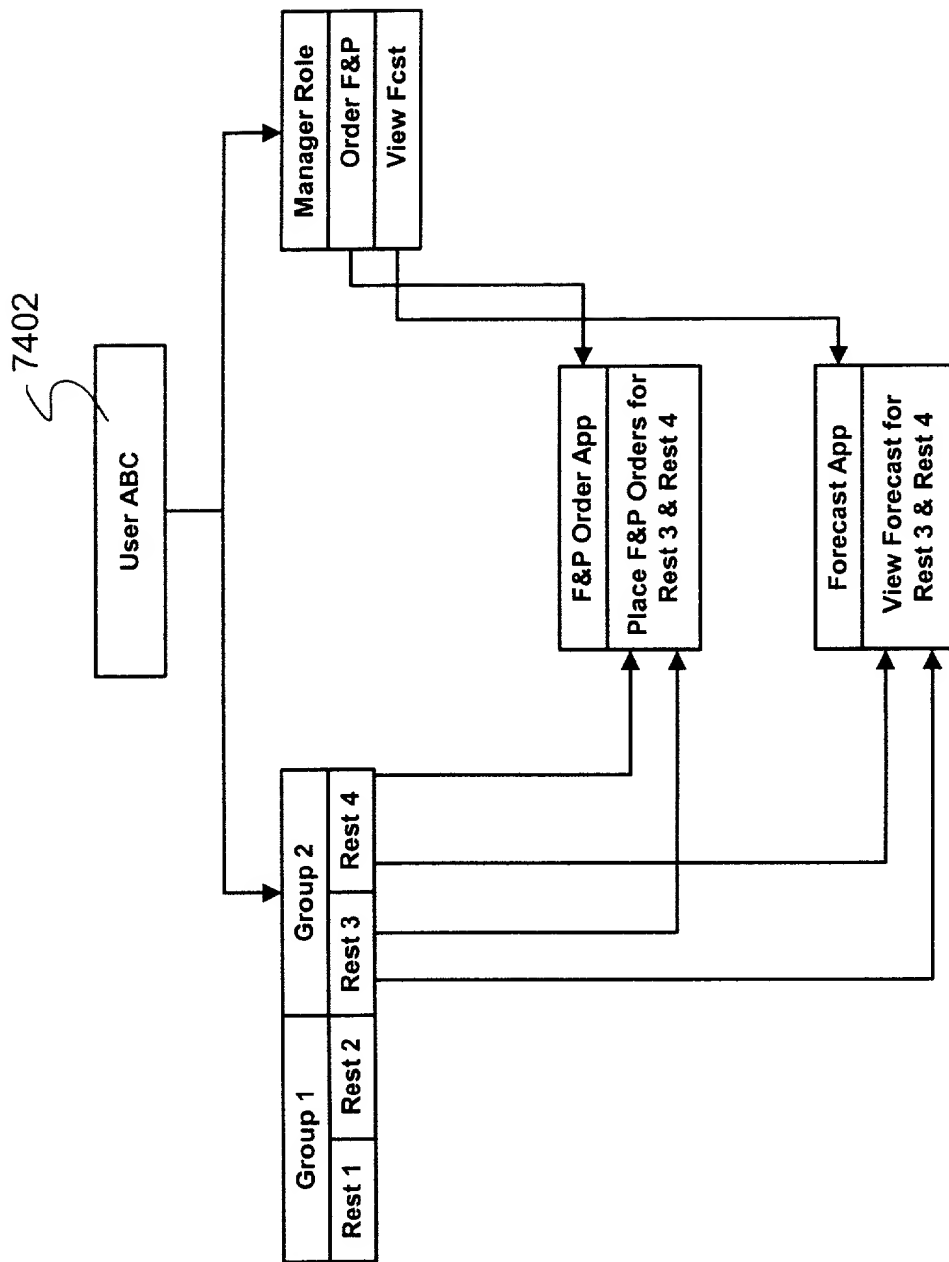


FIG. 74

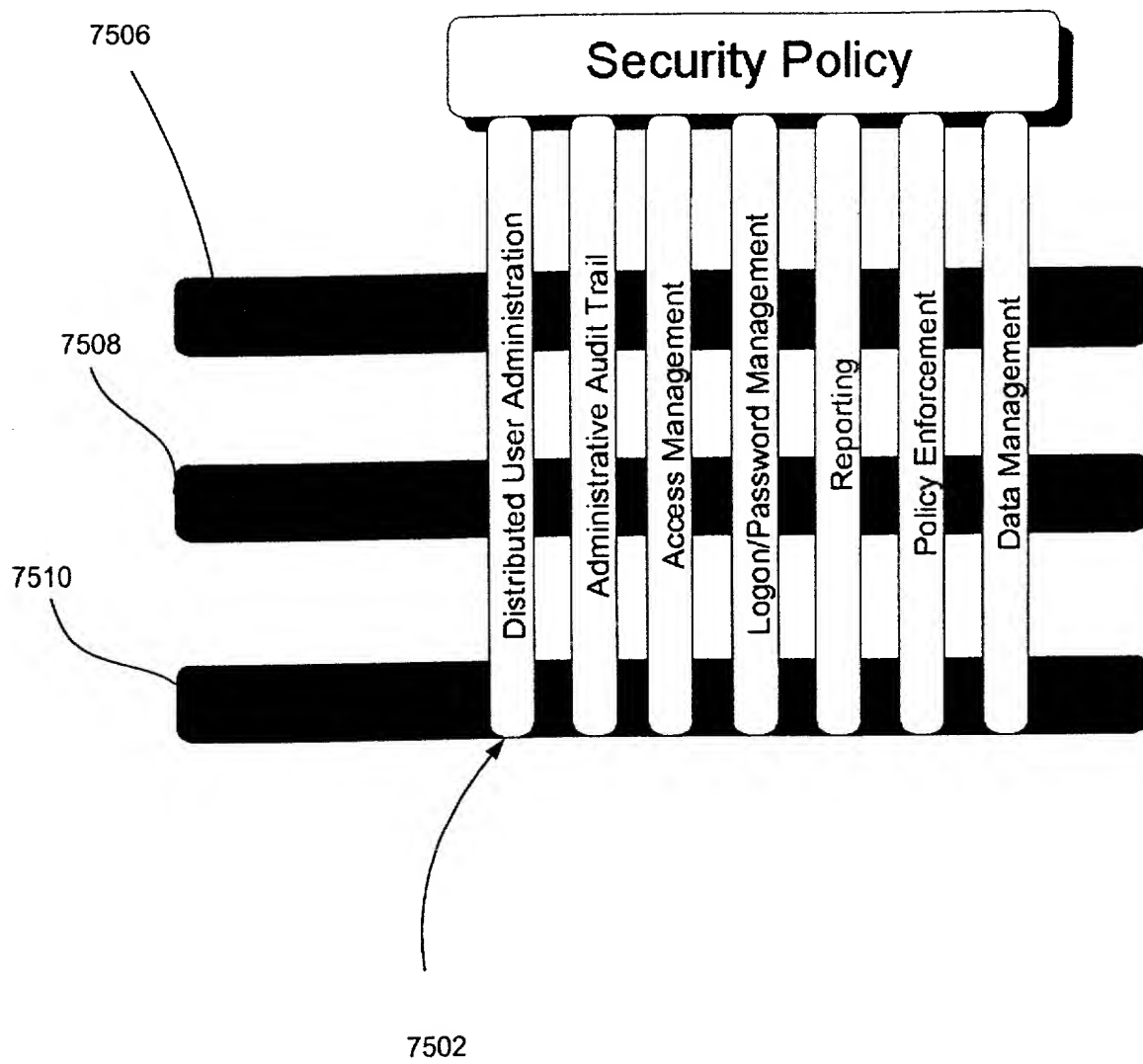


Fig. 75

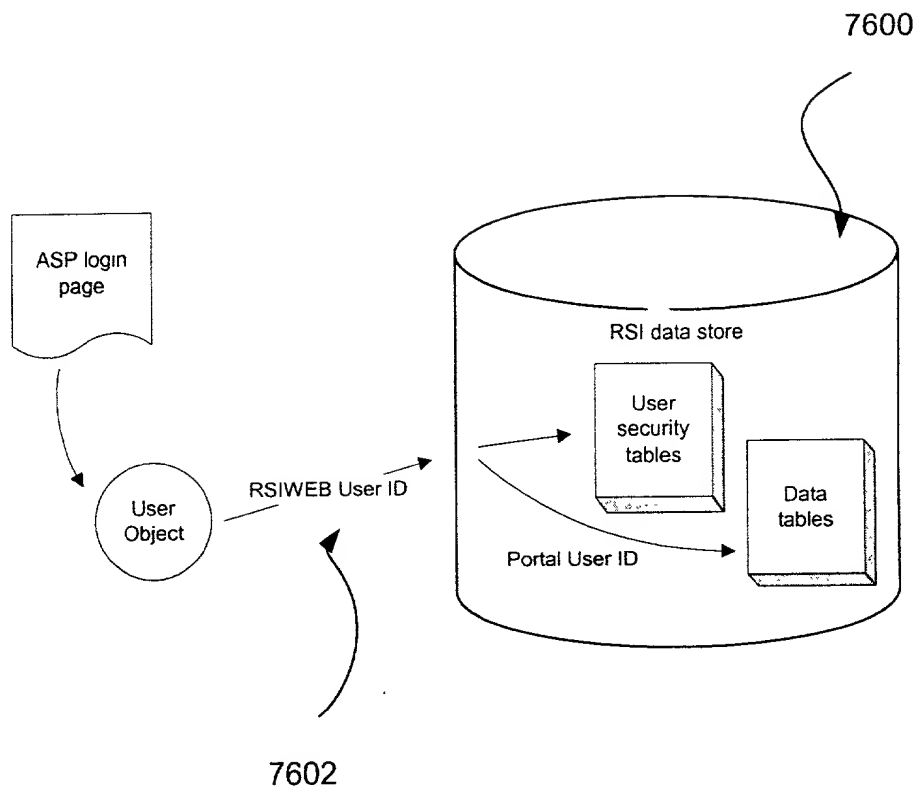


Fig. 76

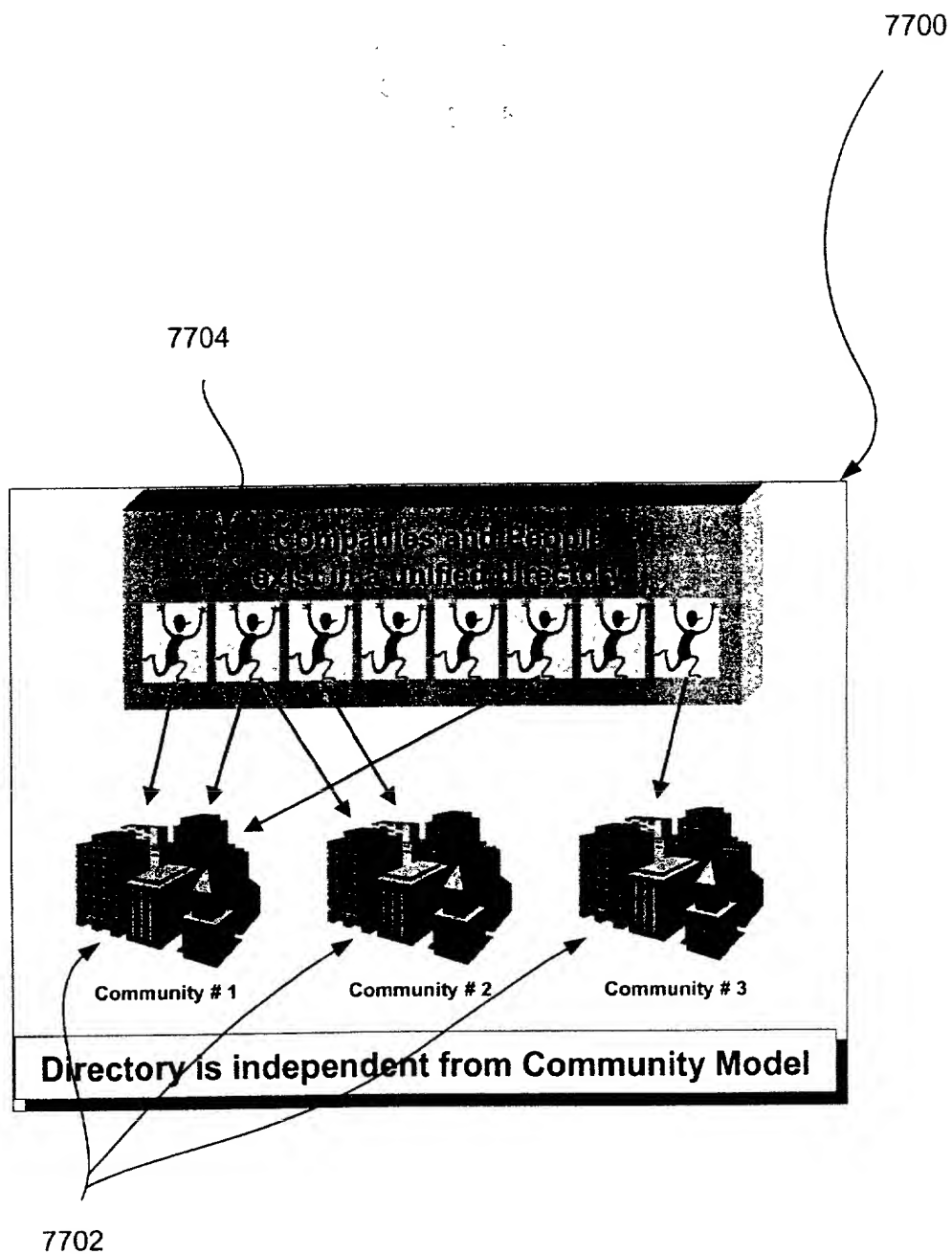


Fig. 77

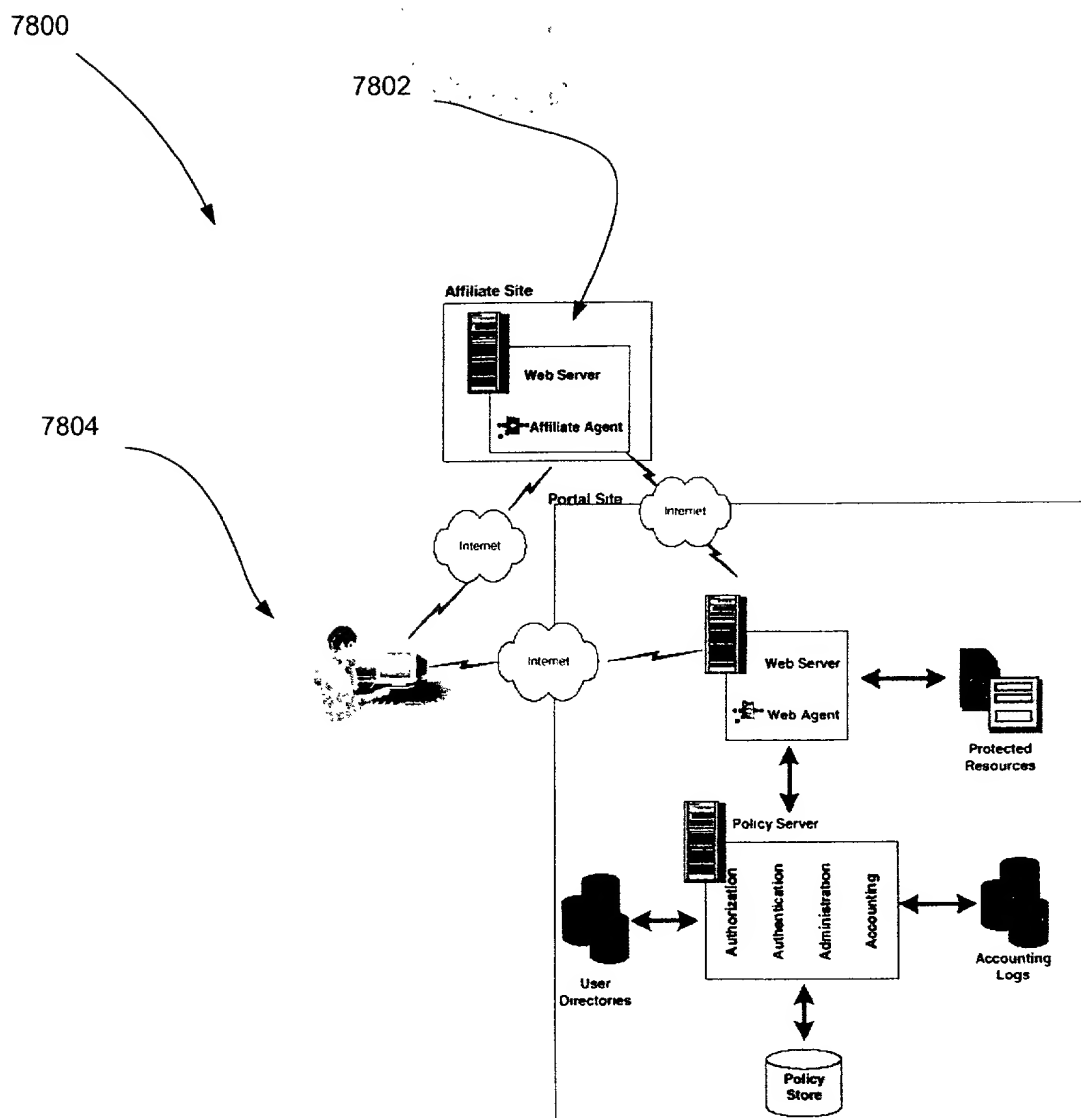


Fig. 78

7900

7902

# Policy-Based Web Security Model

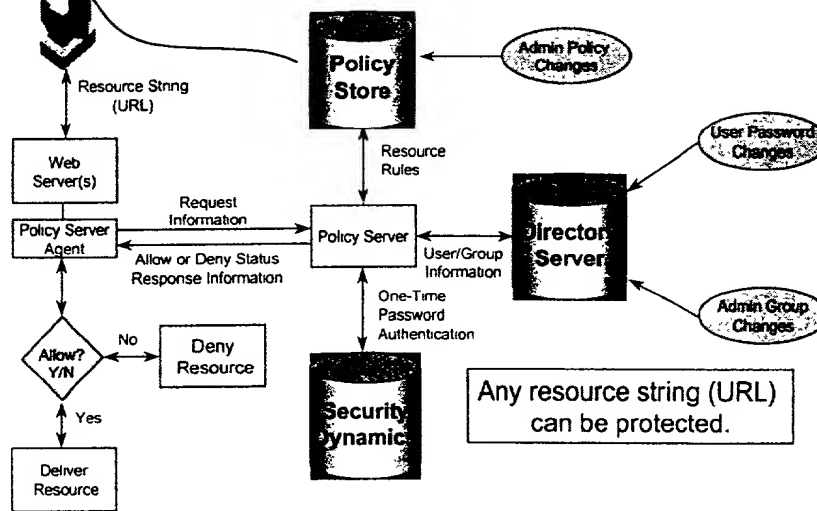
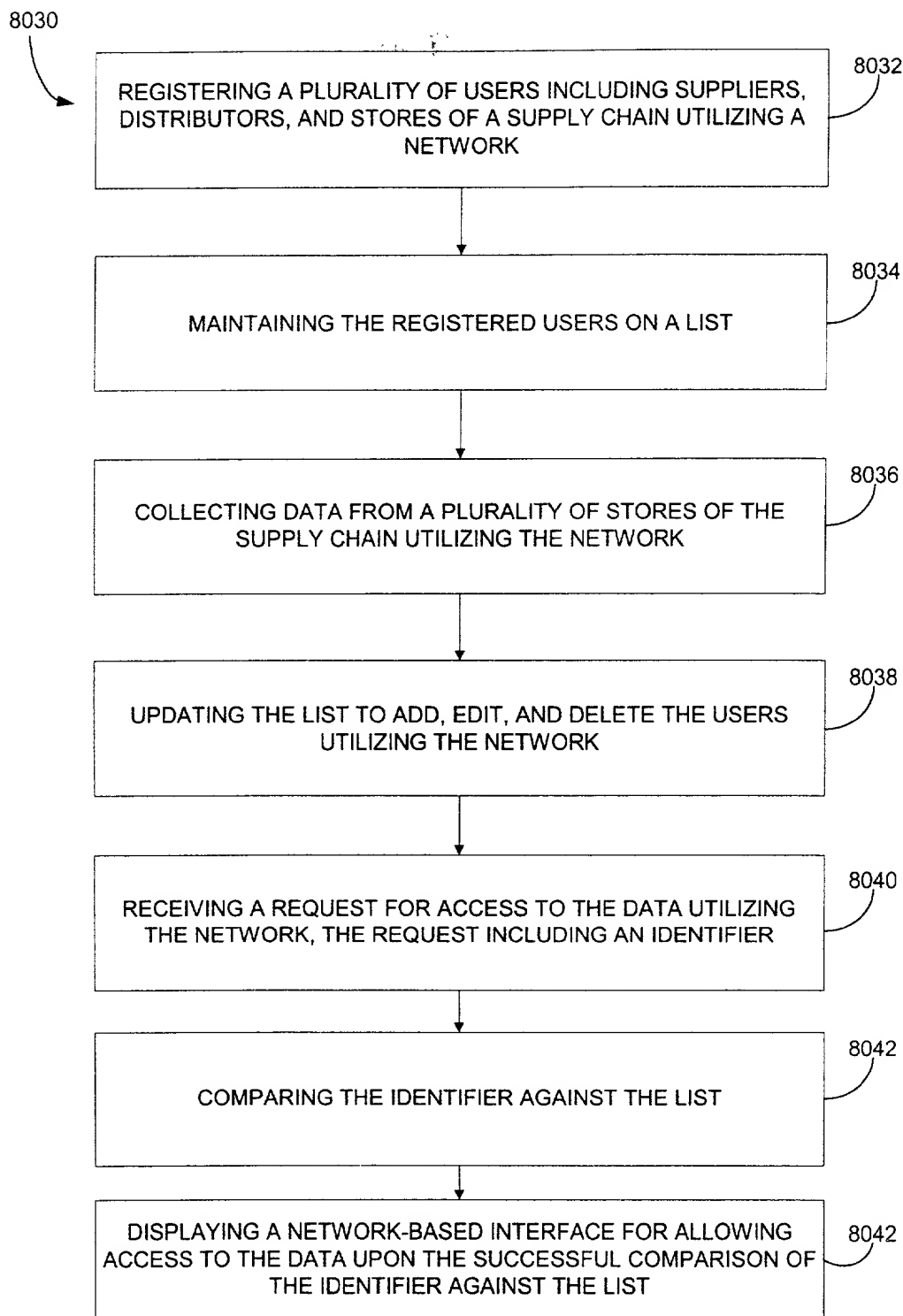
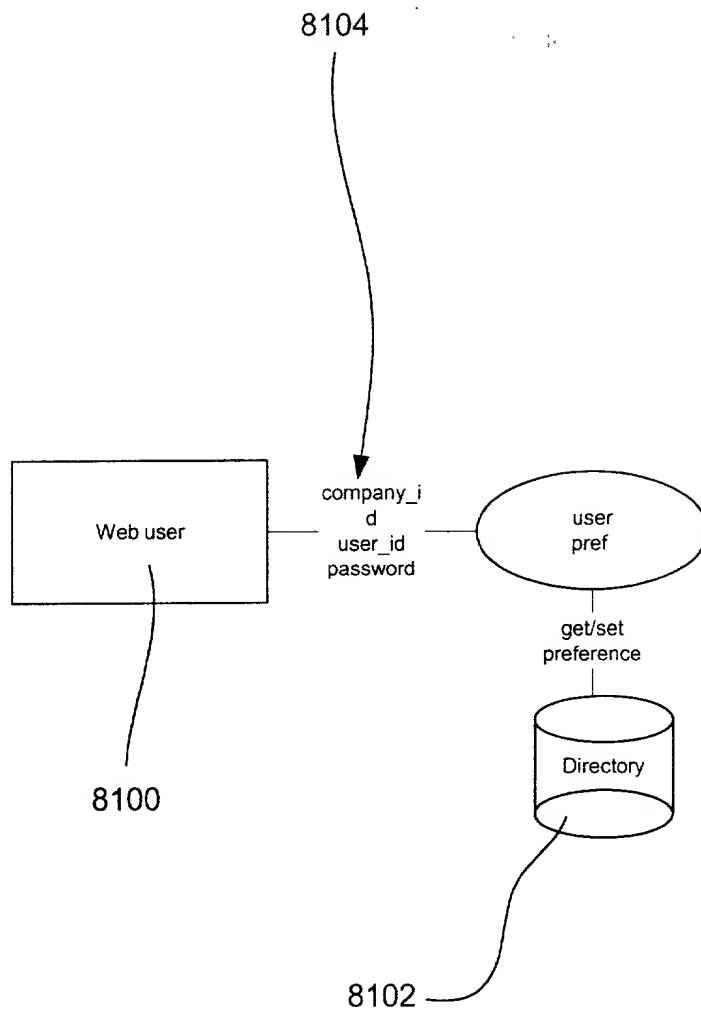


Fig. 79

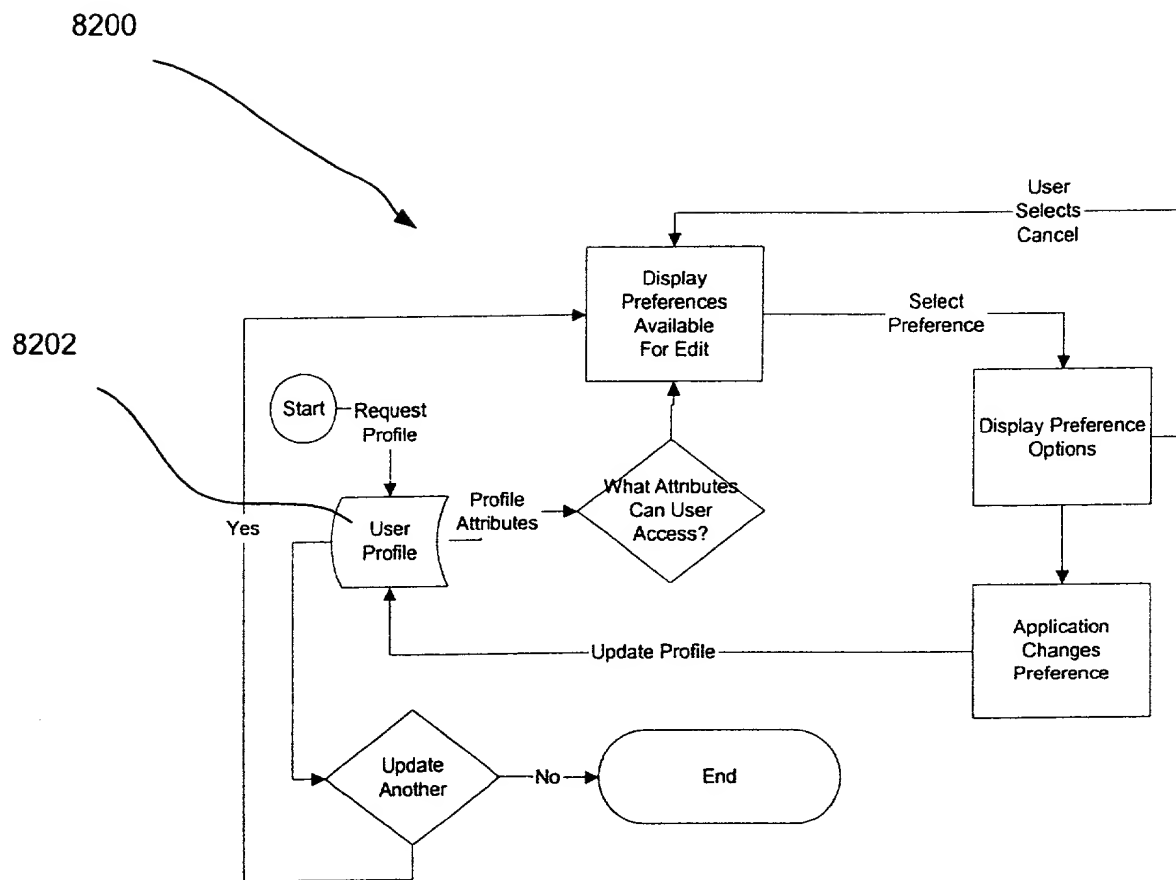


**FIG. 80**

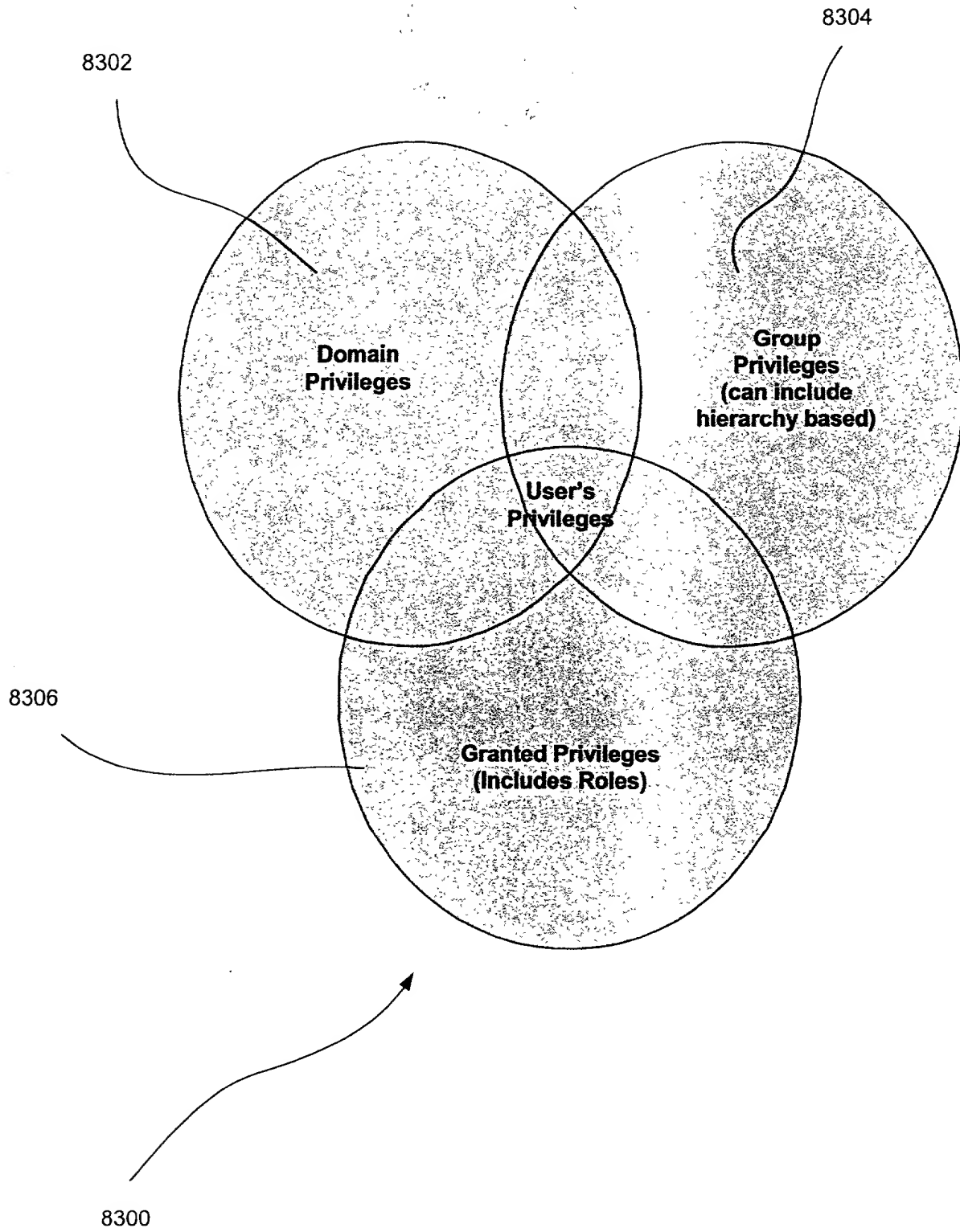




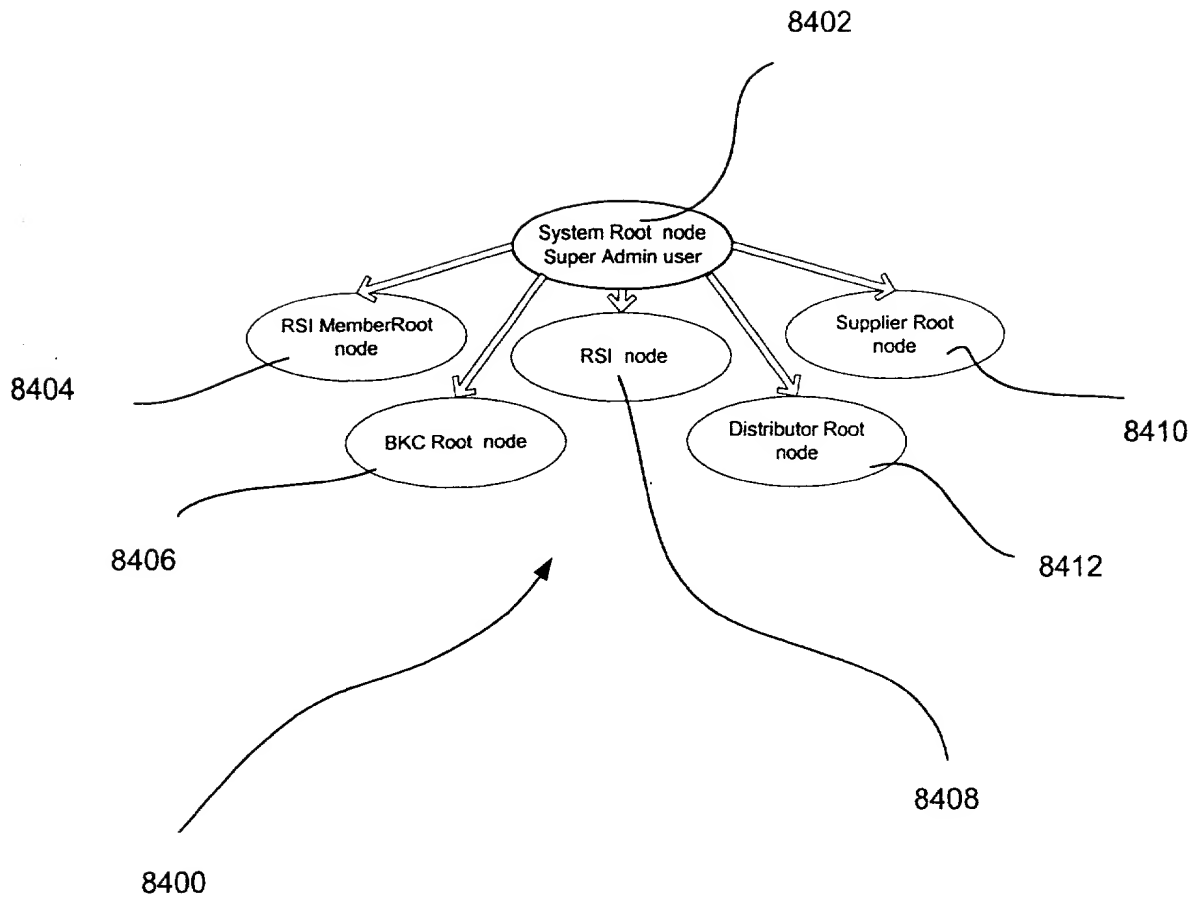
**Fig. 81**



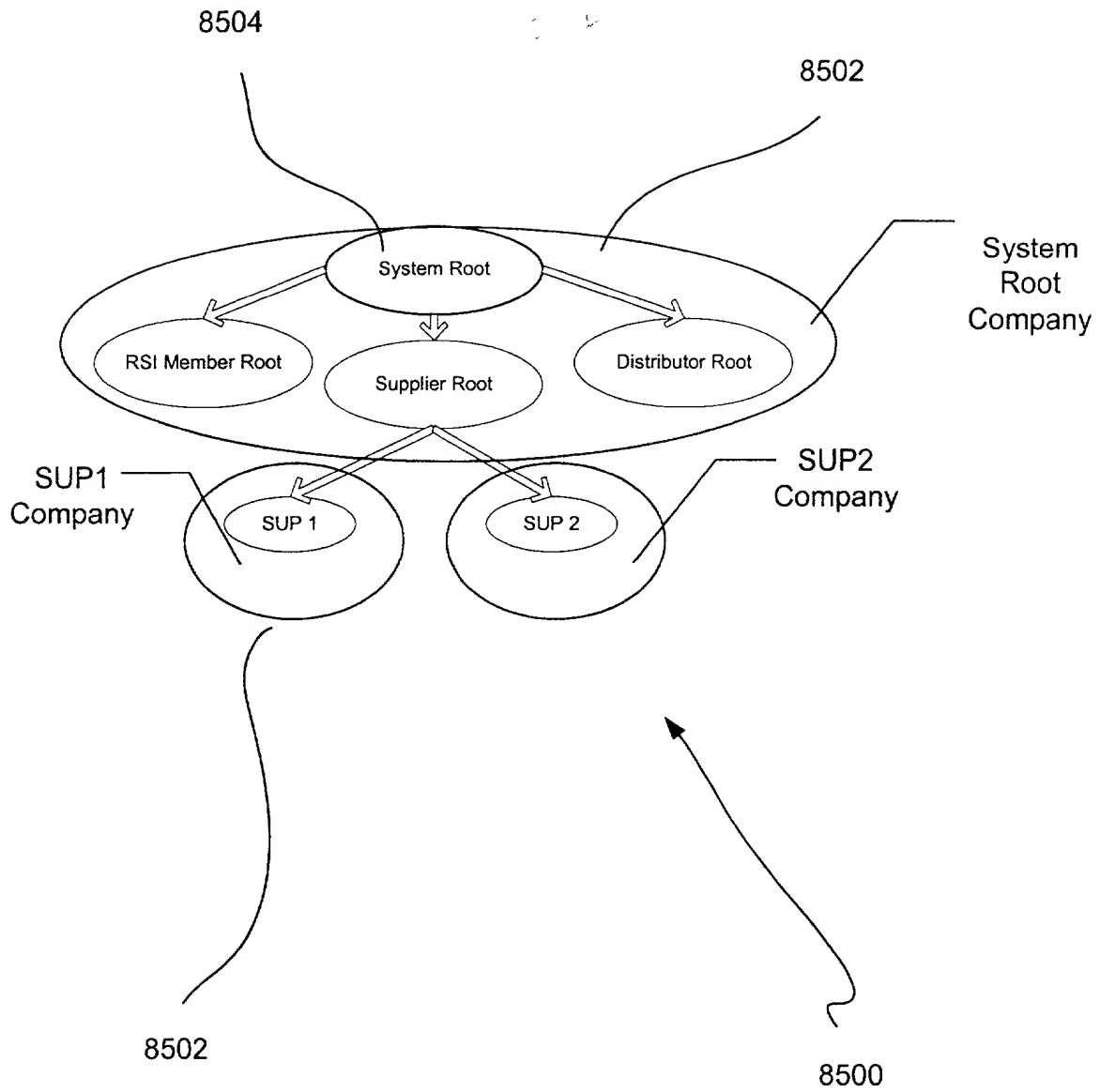
**Fig. 82**



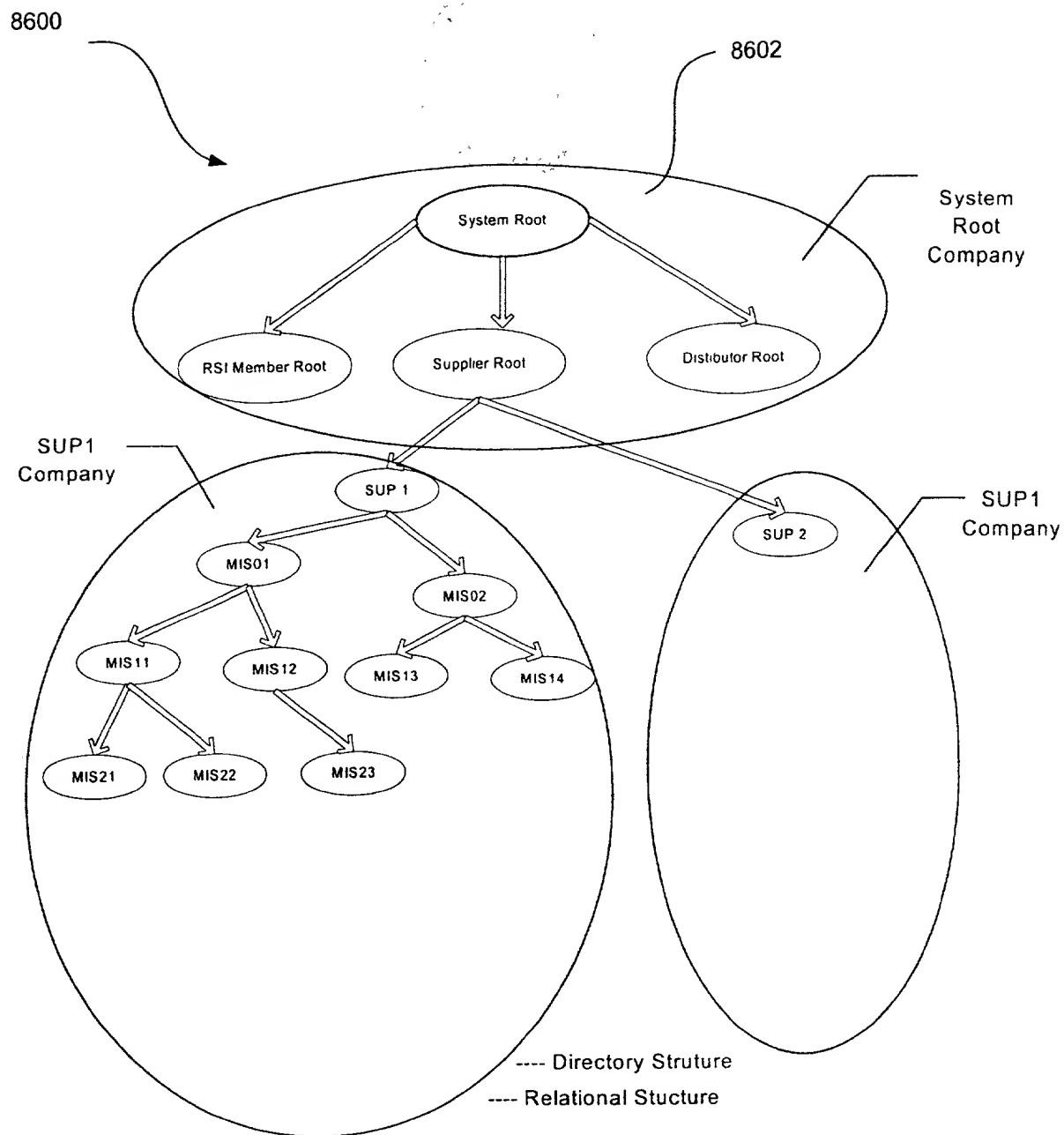
**Fig. 83**



**Fig. 84**



**Fig. 85**



**Fig. 86**

8700

## Group Hierarchy Management: Data Flow

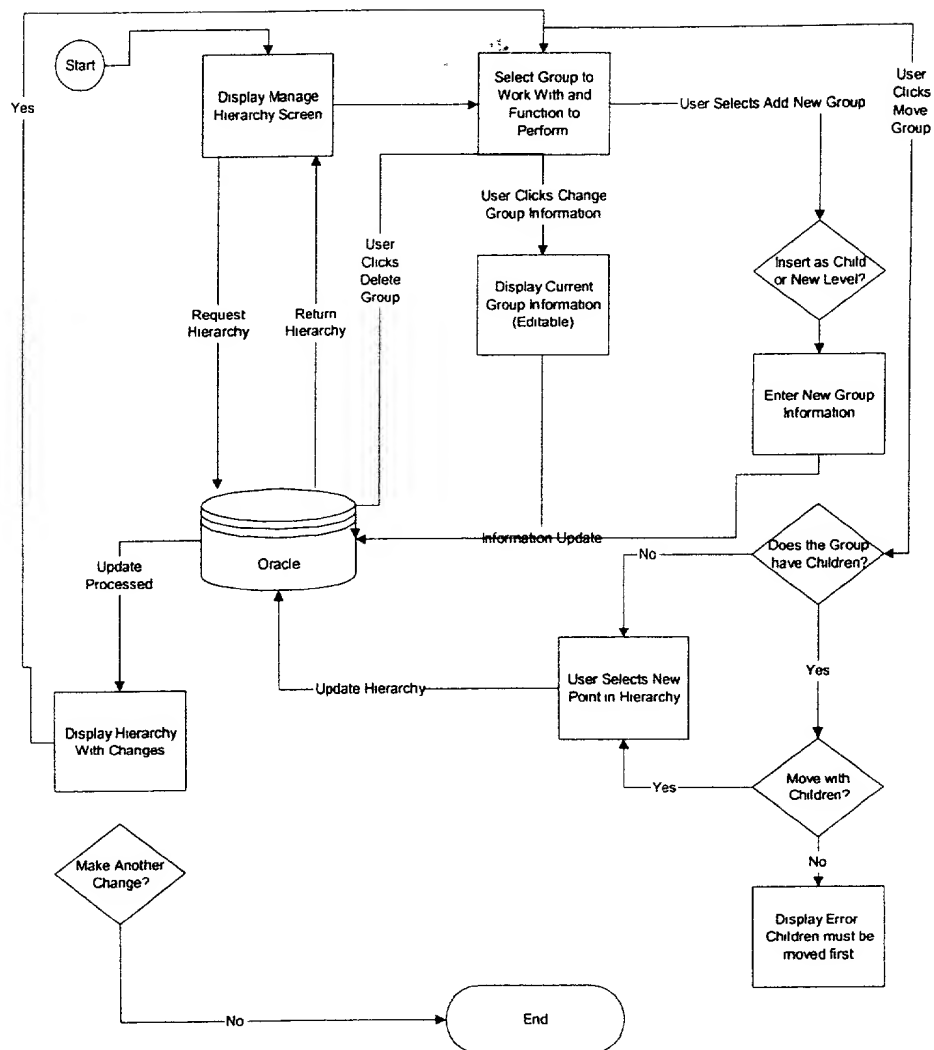


Fig. 87

8800

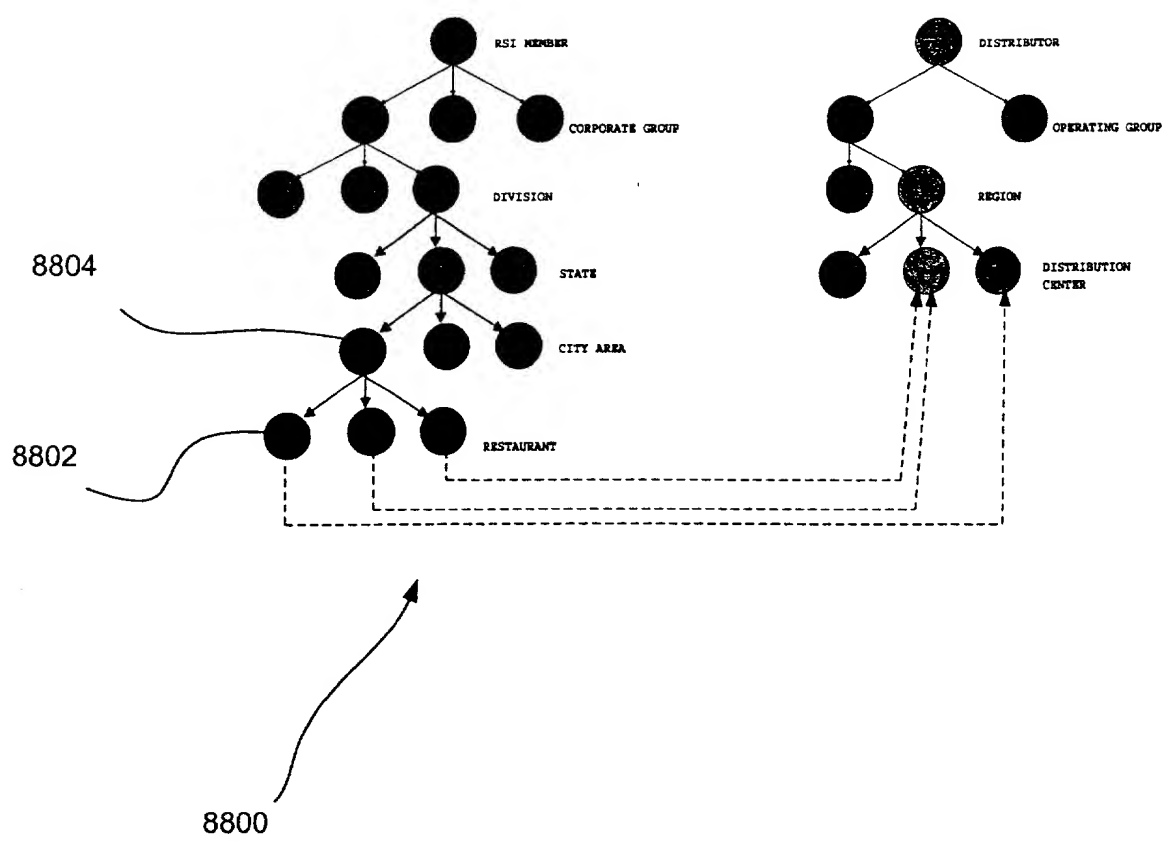


Fig. 88



8902

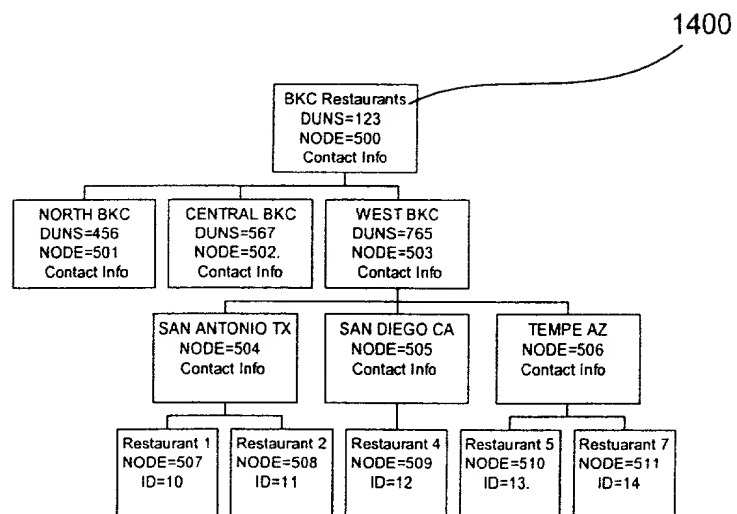


Fig. 89

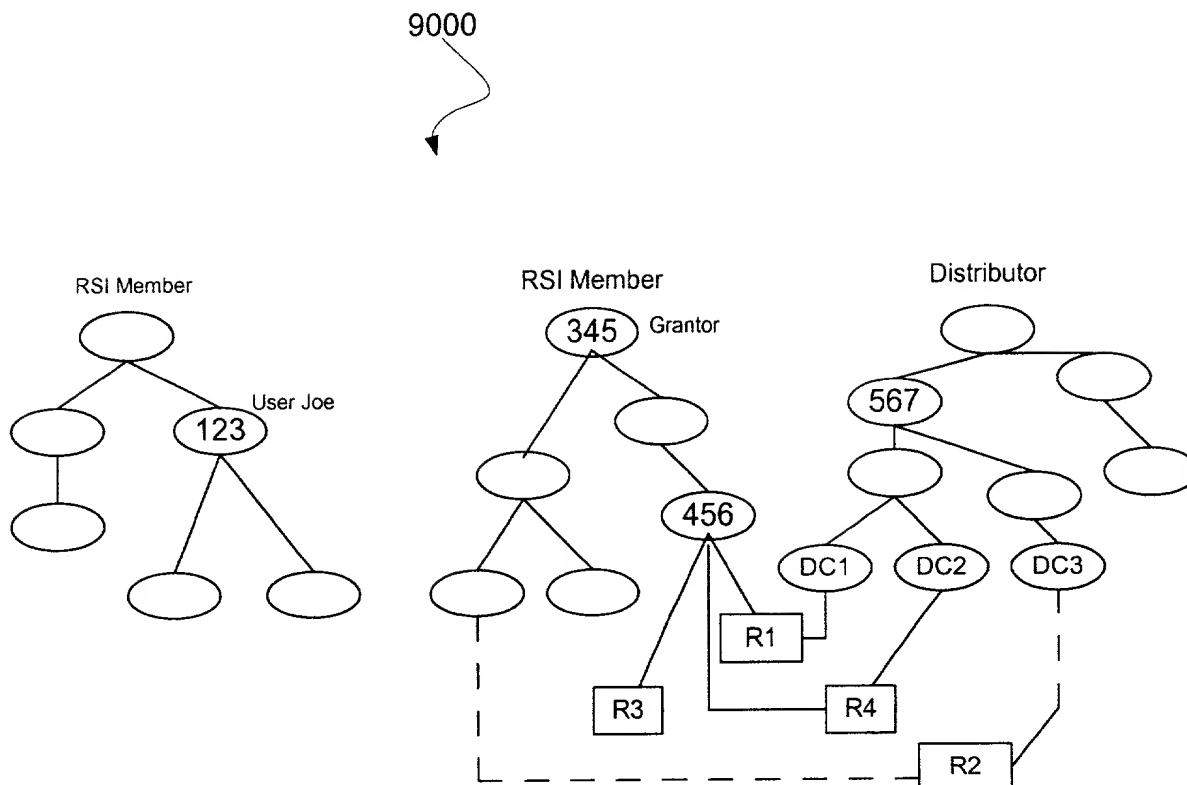


FIG. 90

9100

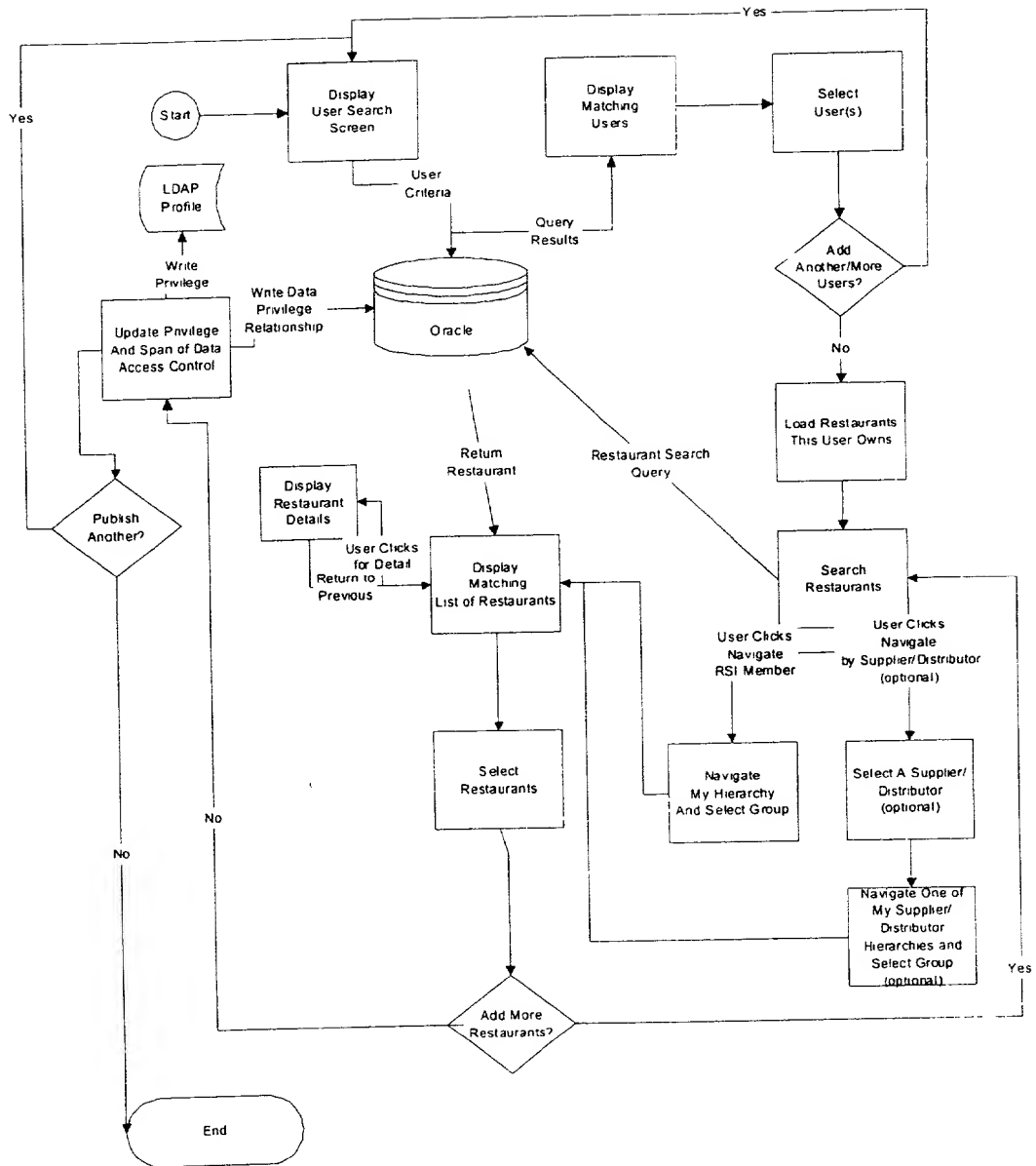
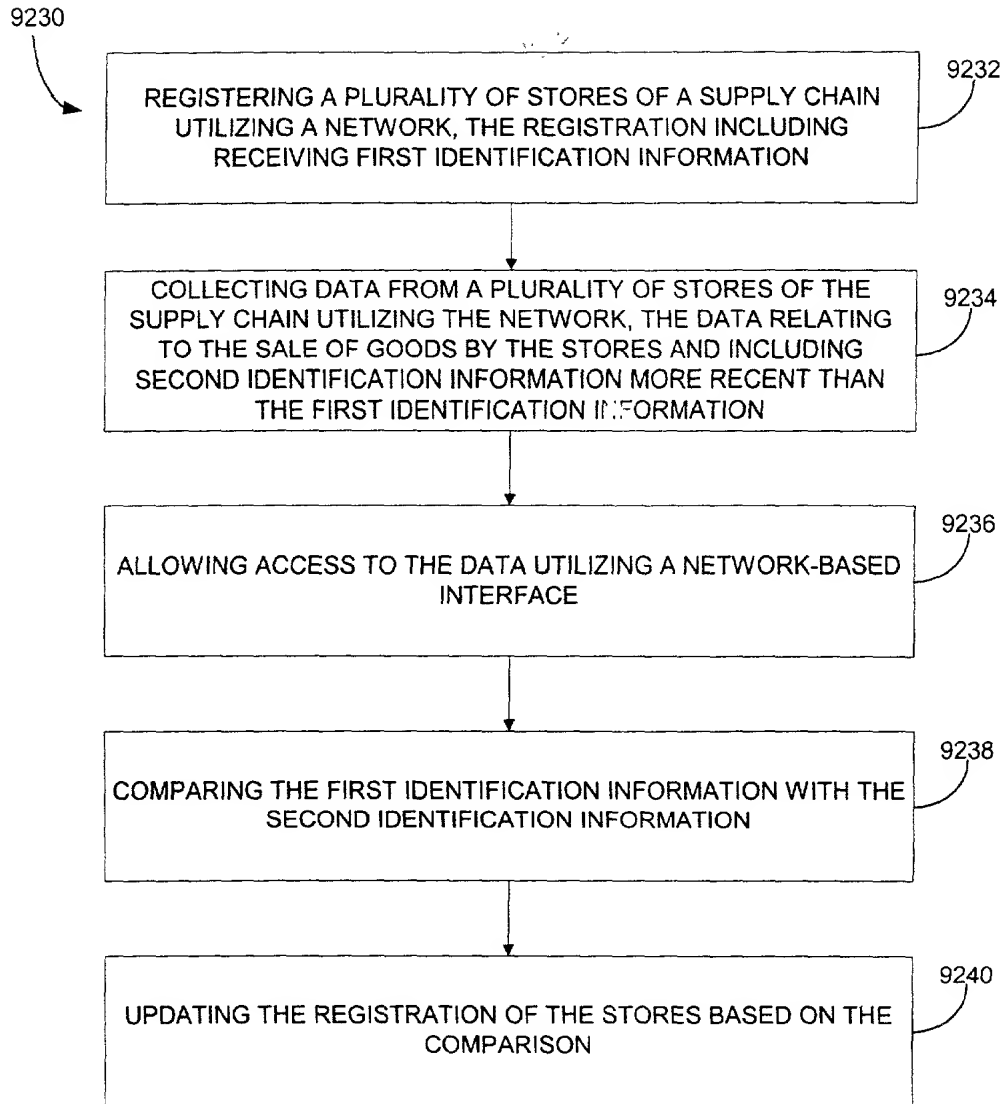
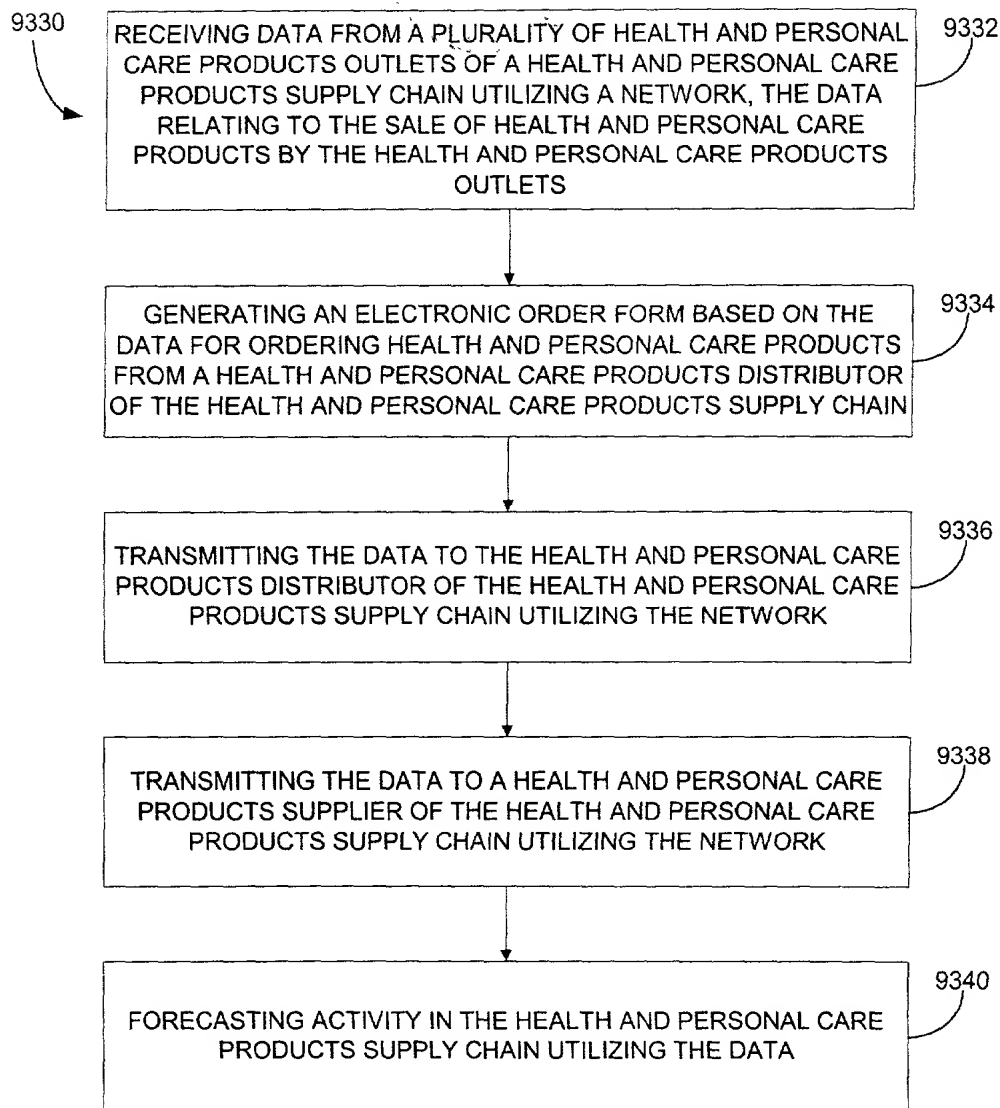


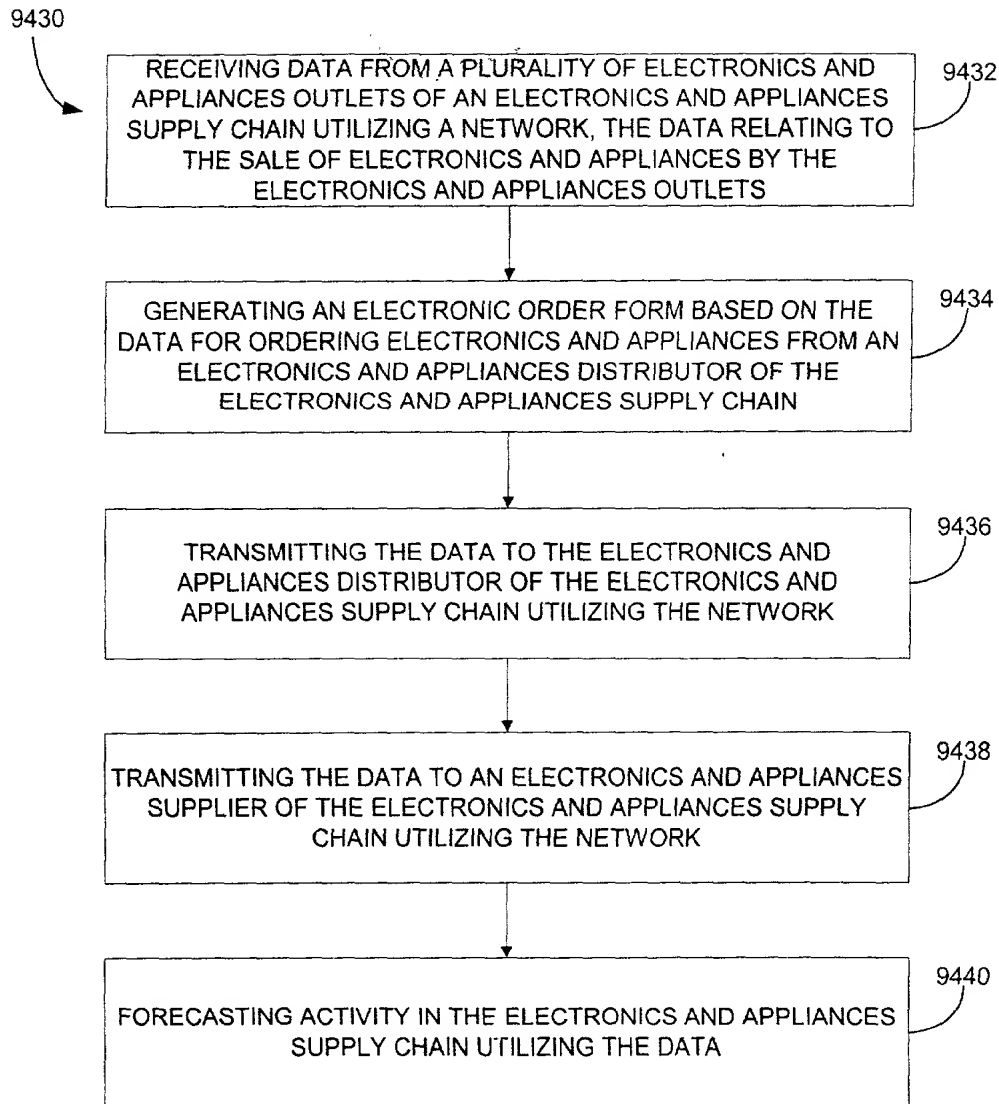
Fig. 91



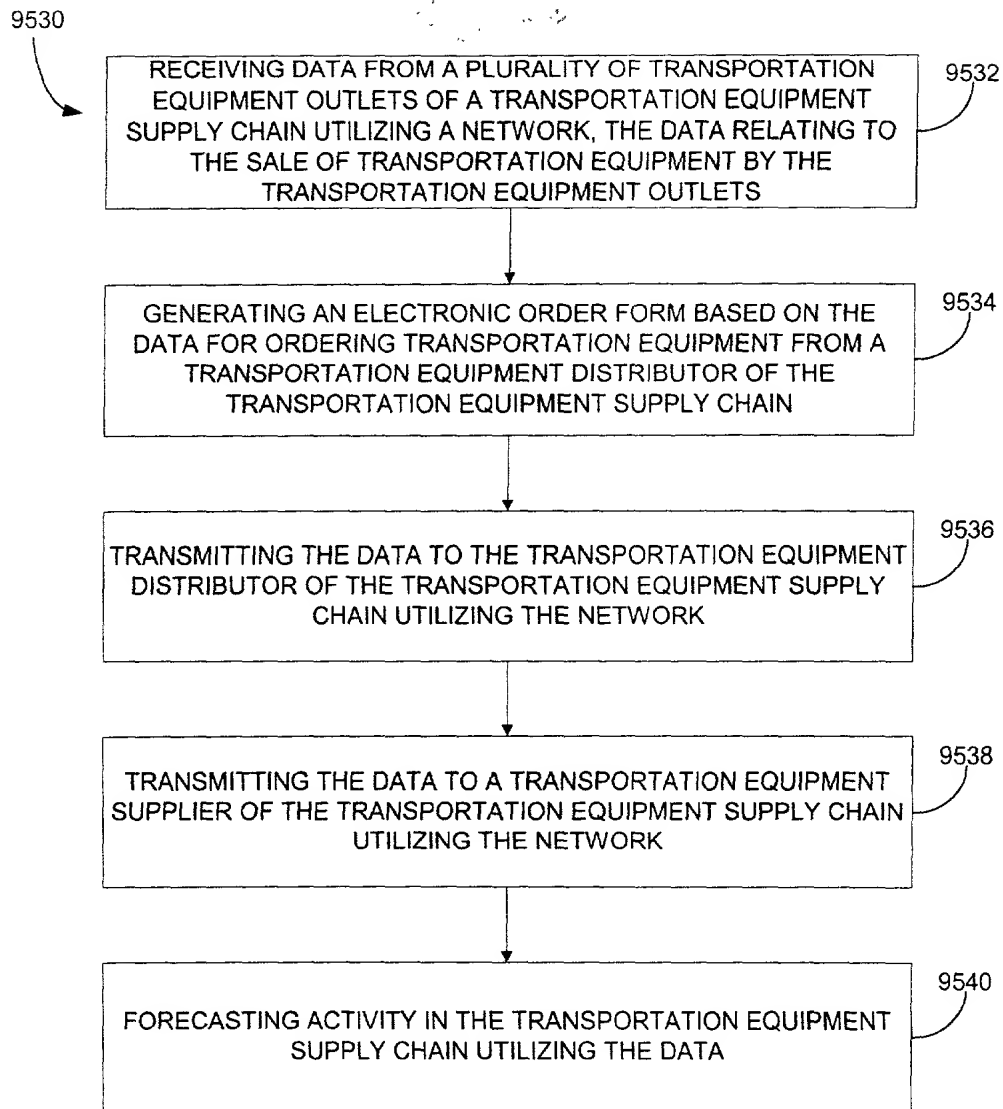
**FIG. 92**



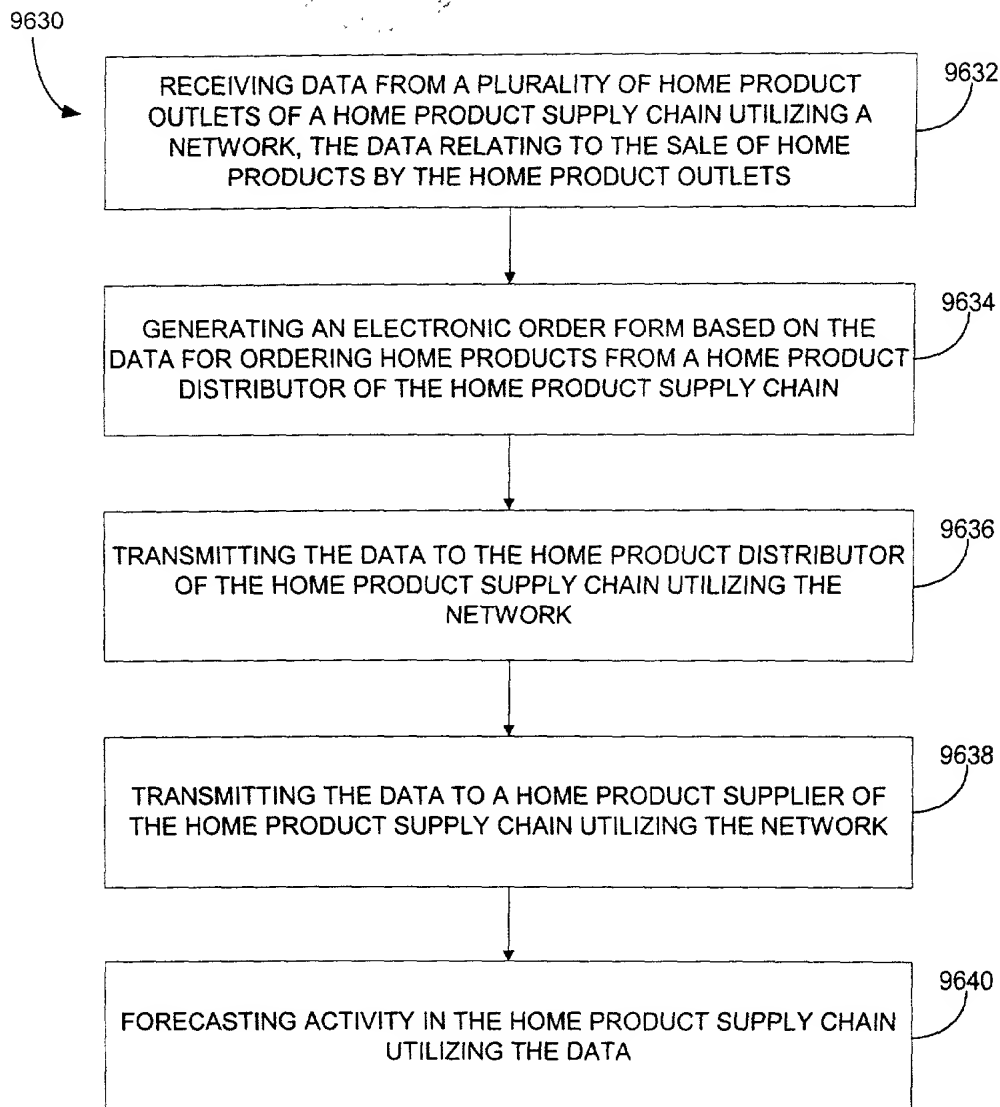
**FIG. 93**



**FIG. 94**

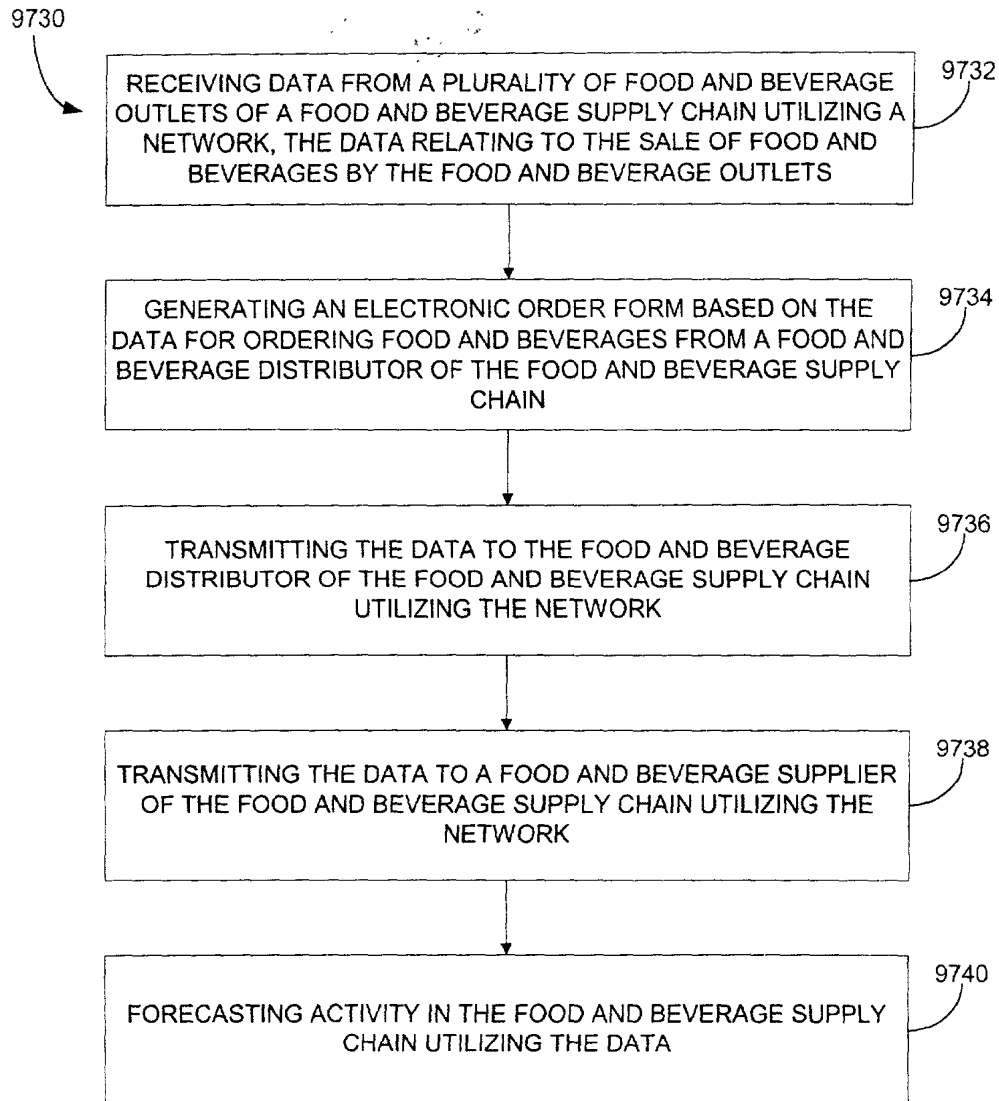


**FIG. 95**

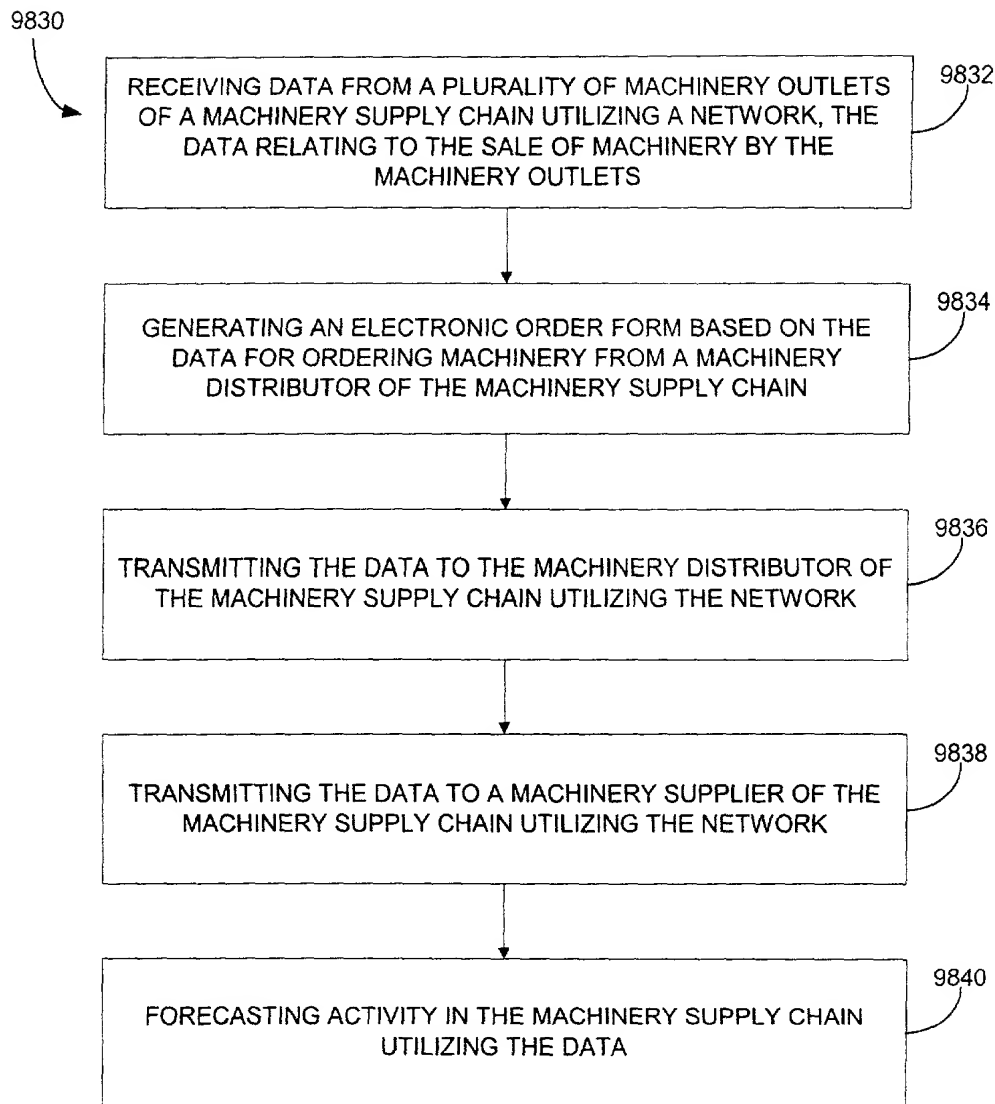


**FIG. 96**

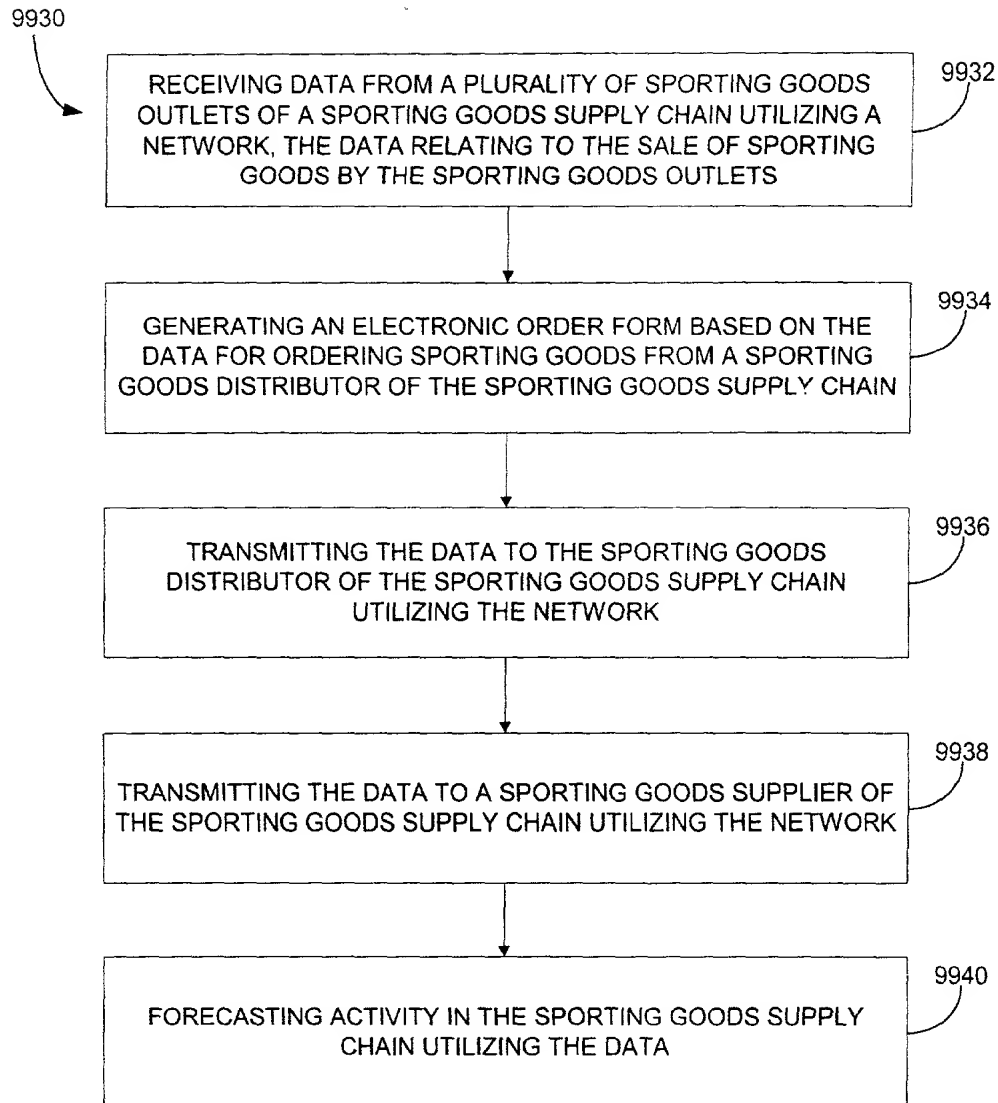




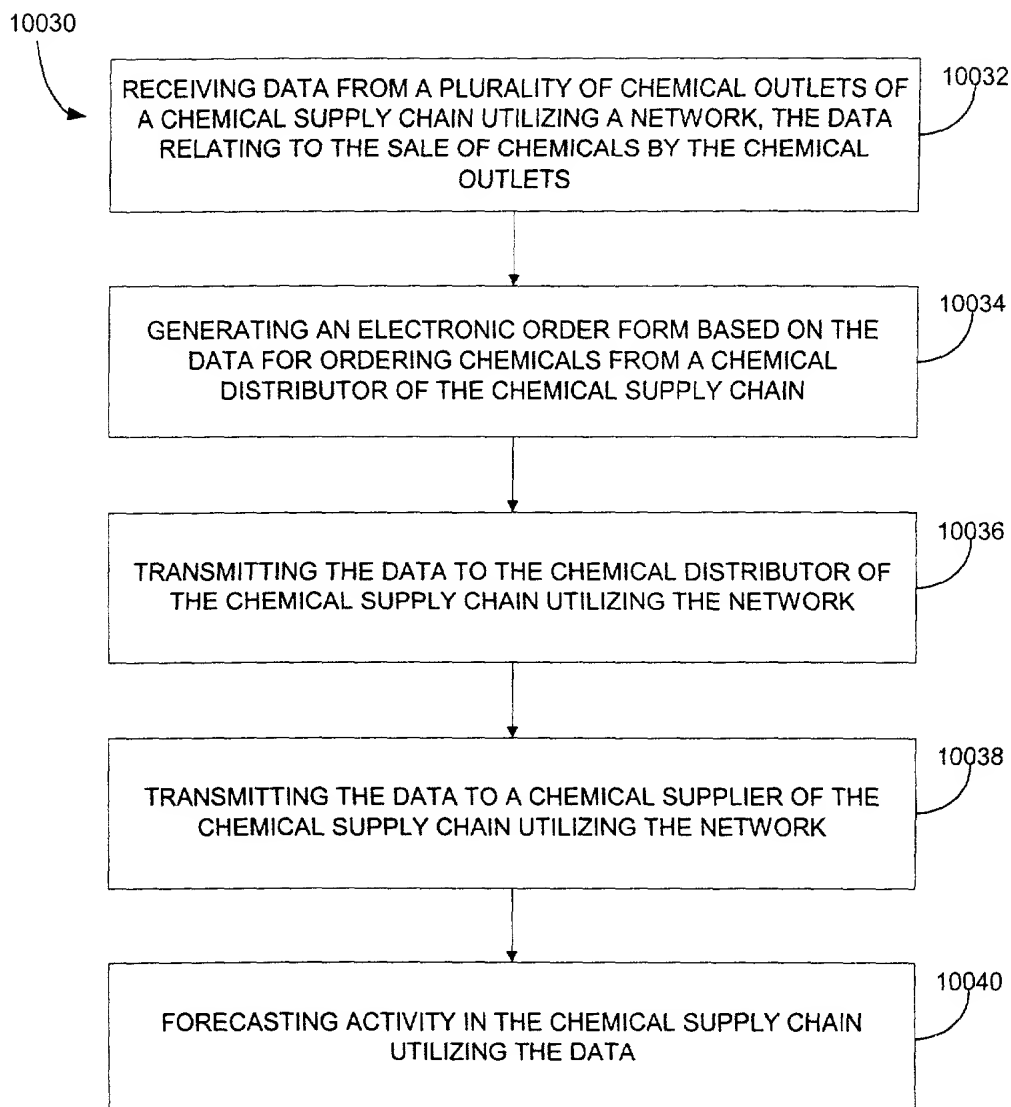
**FIG. 97**



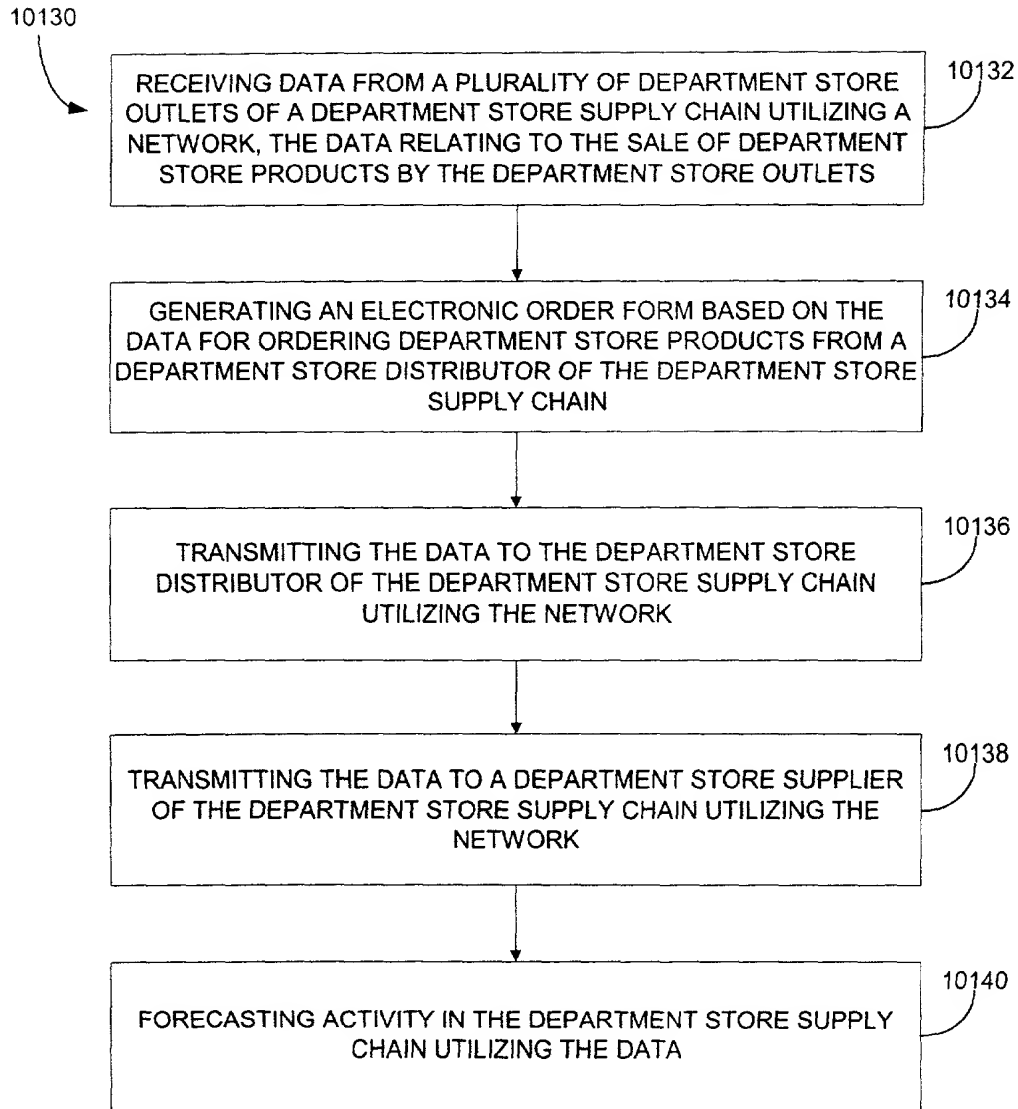
**FIG. 98**



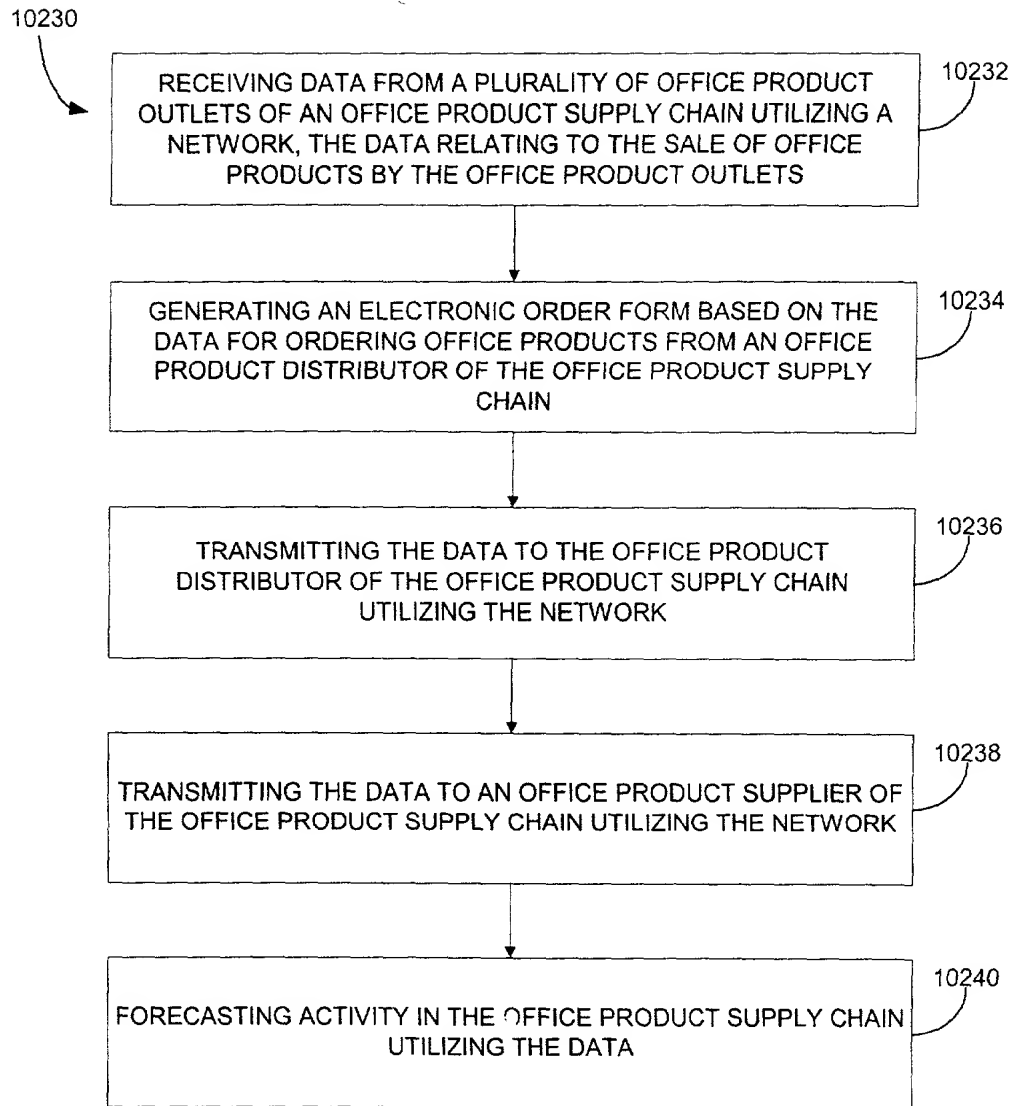
**FIG. 99**



**FIG. 100**

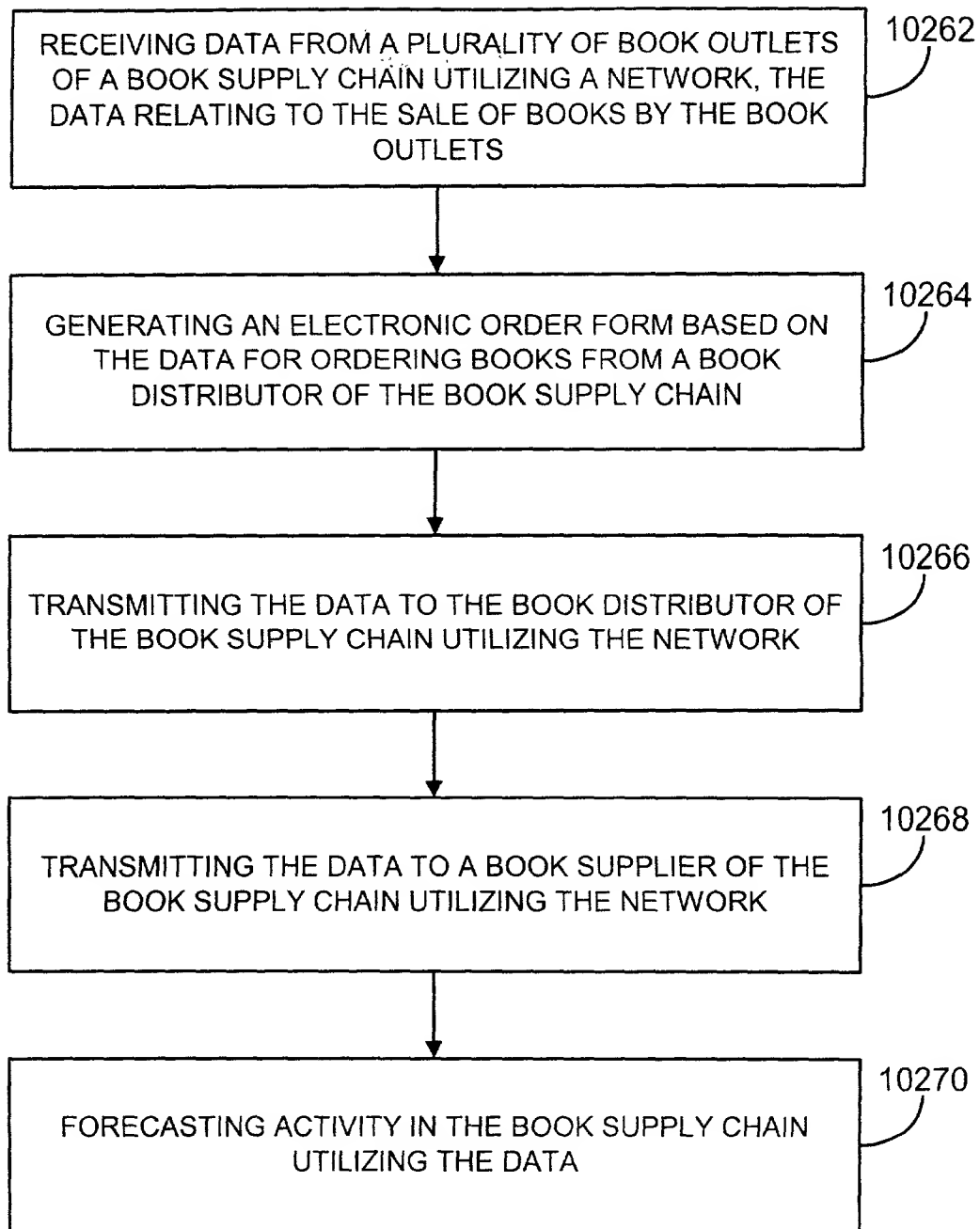


**FIG. 101**

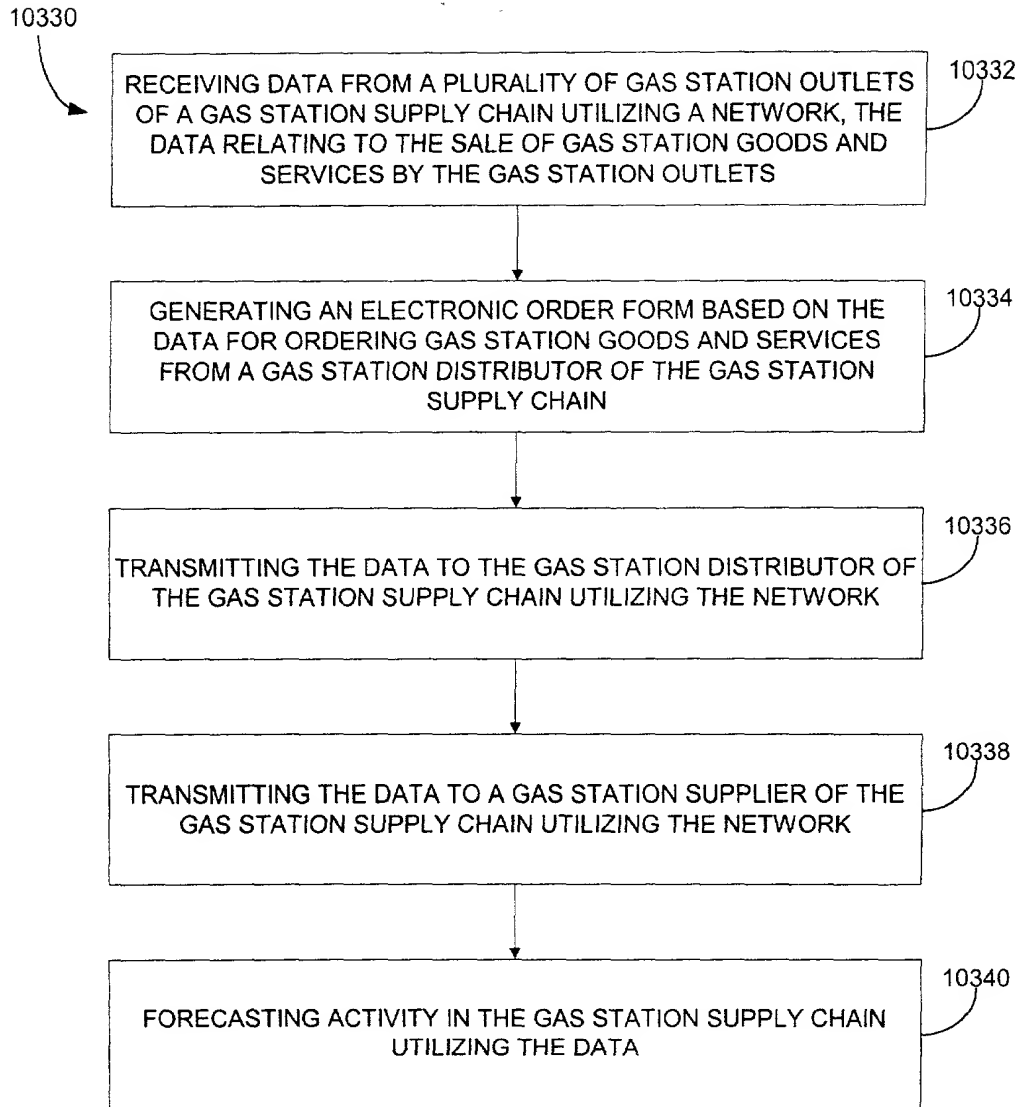


**FIG. 102A**

10260

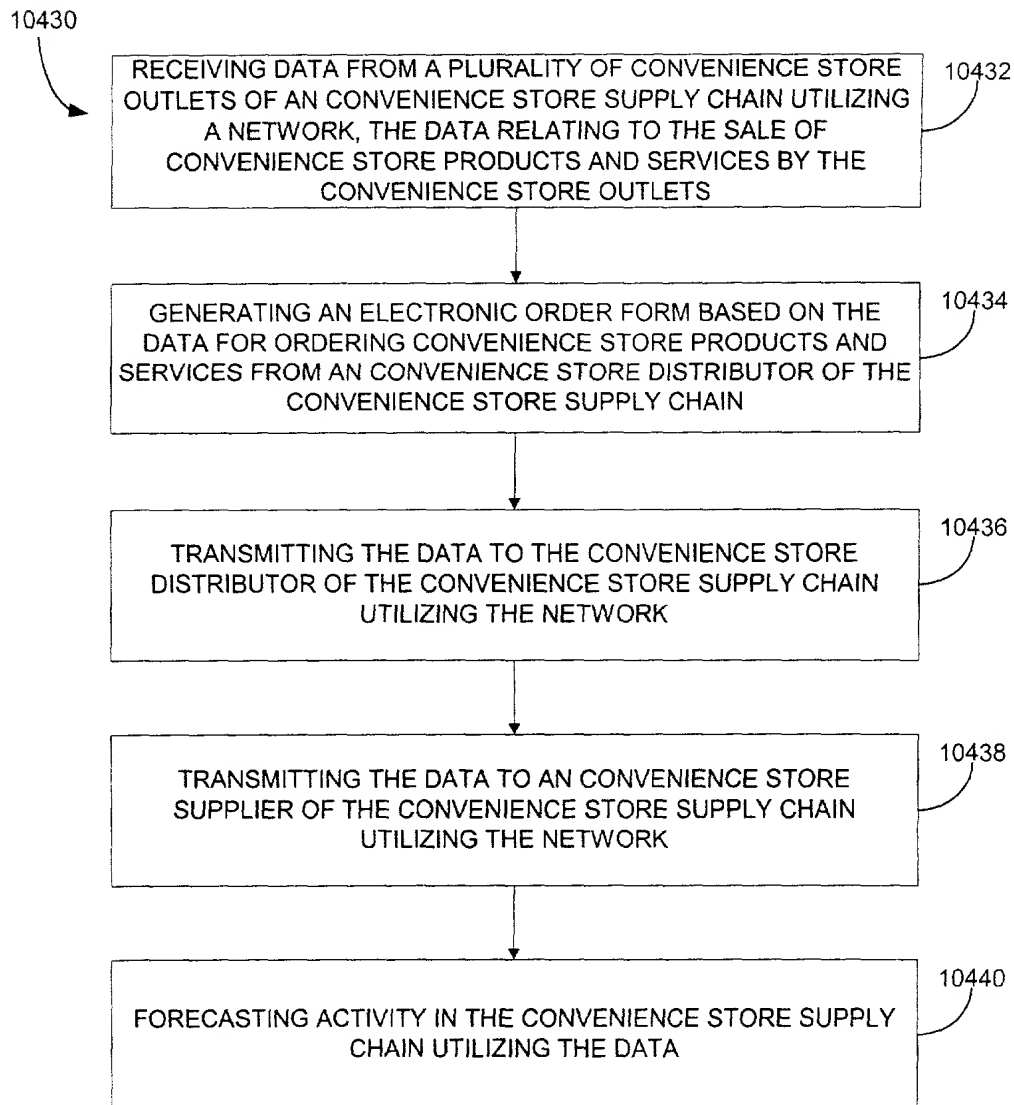


**FIG. 102B**



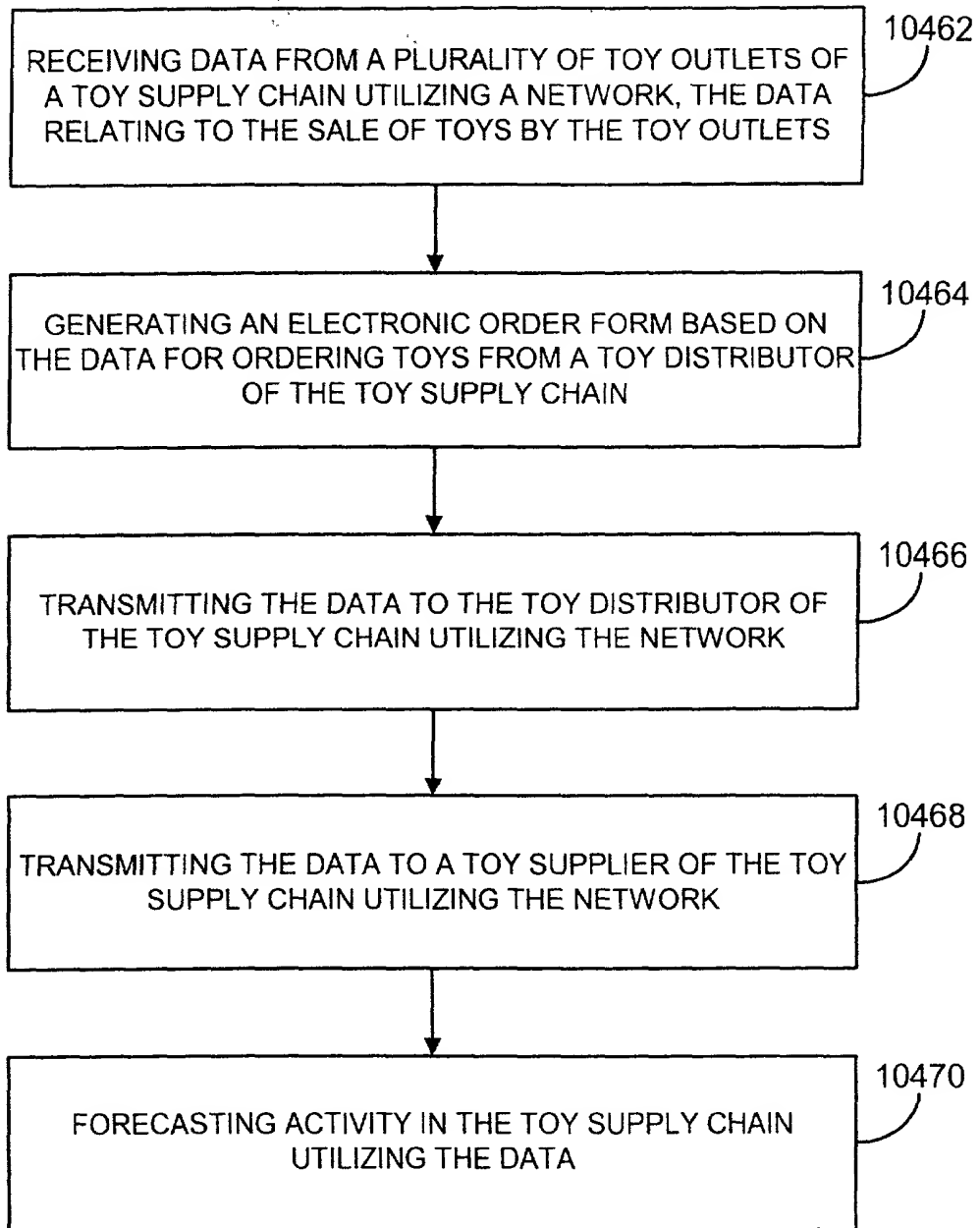
**FIG. 103**



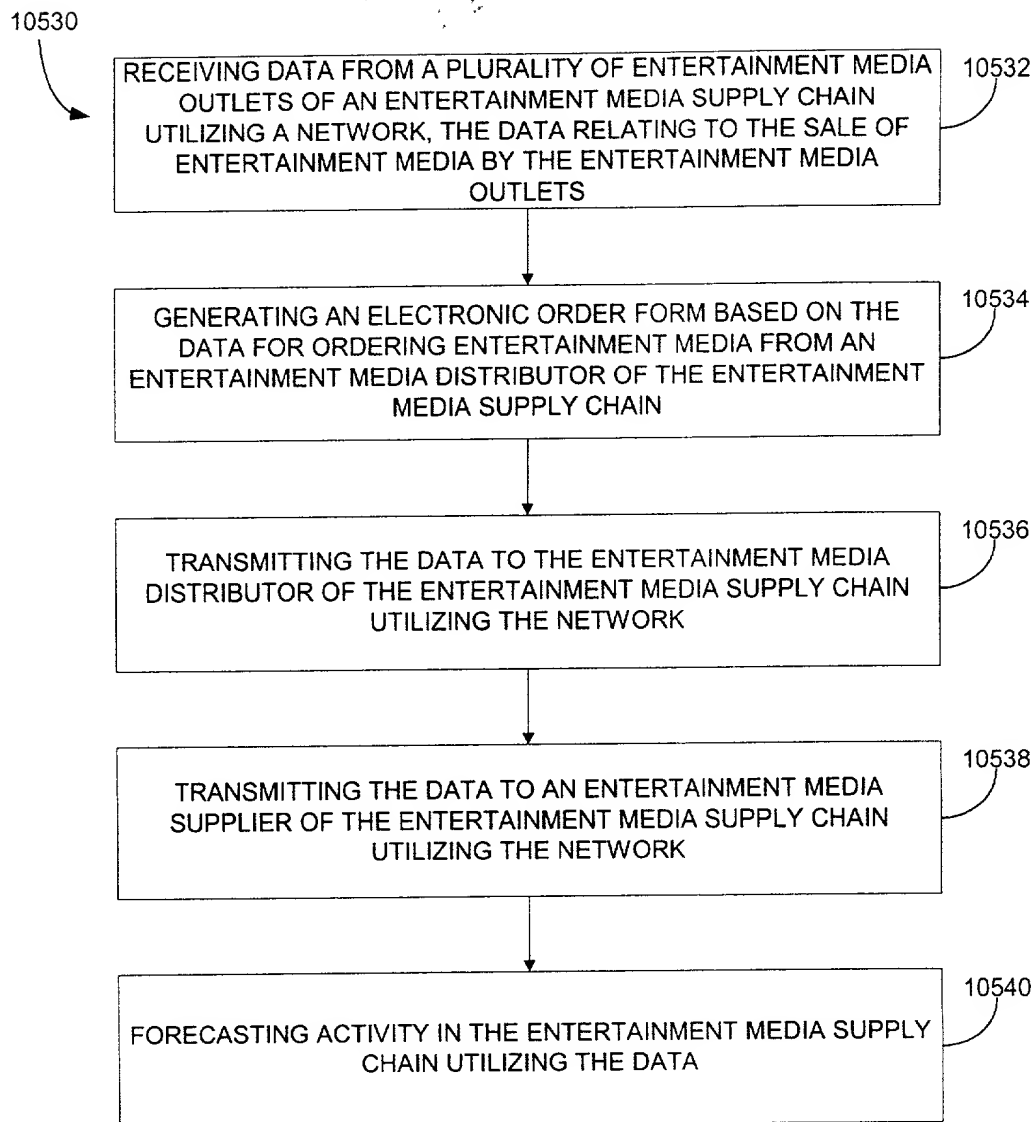


**FIG. 104A**

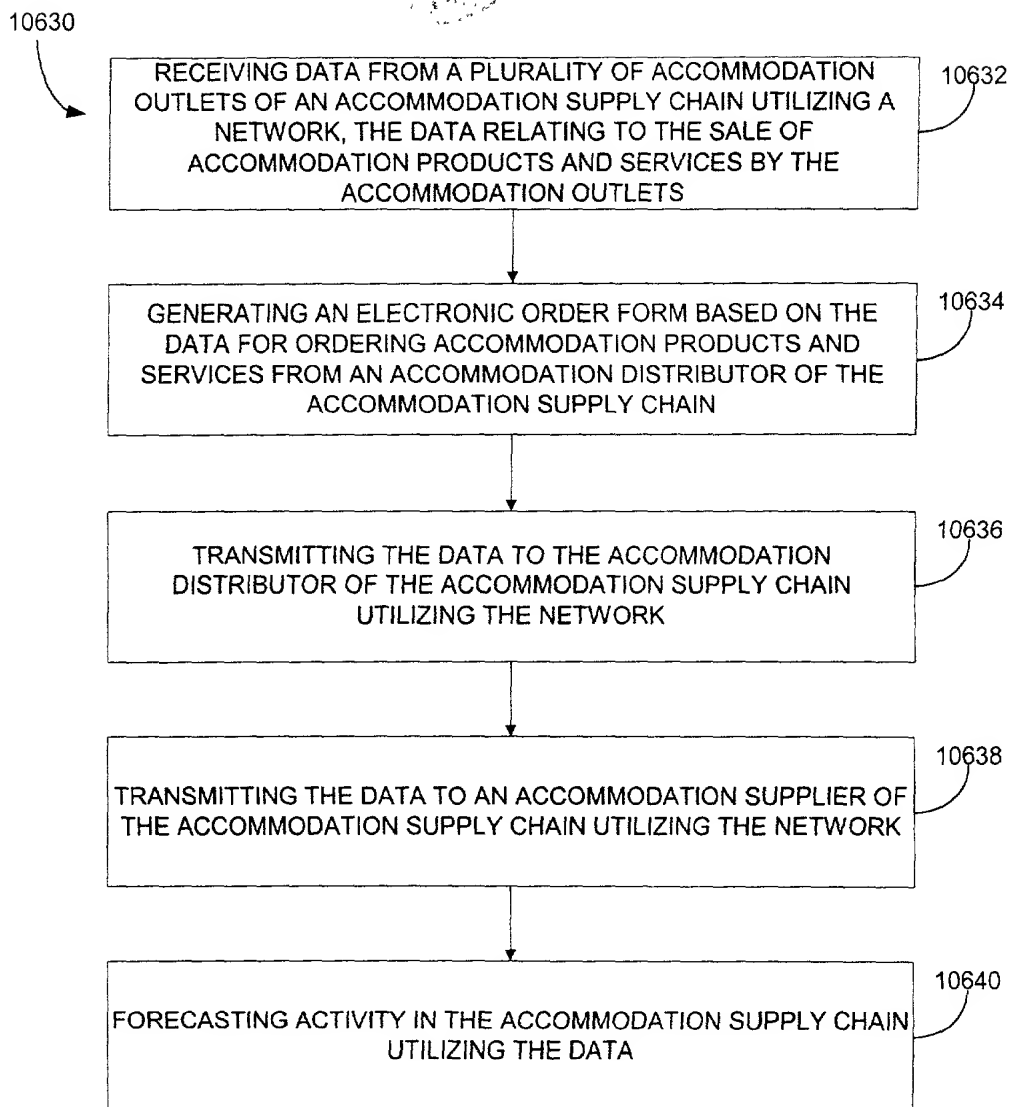
10460



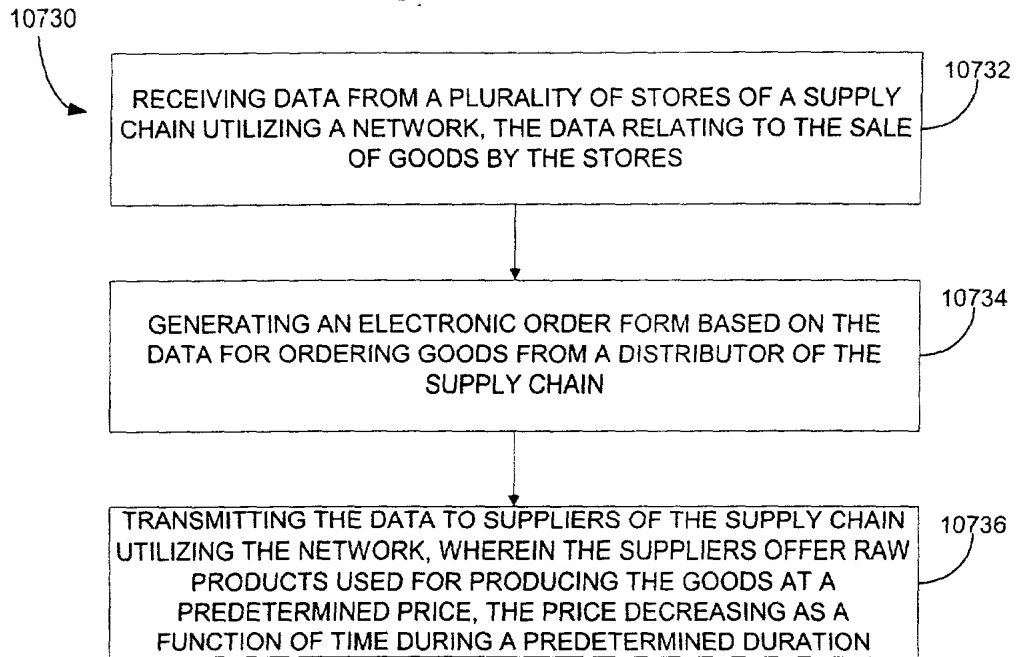
**FIG. 104B**



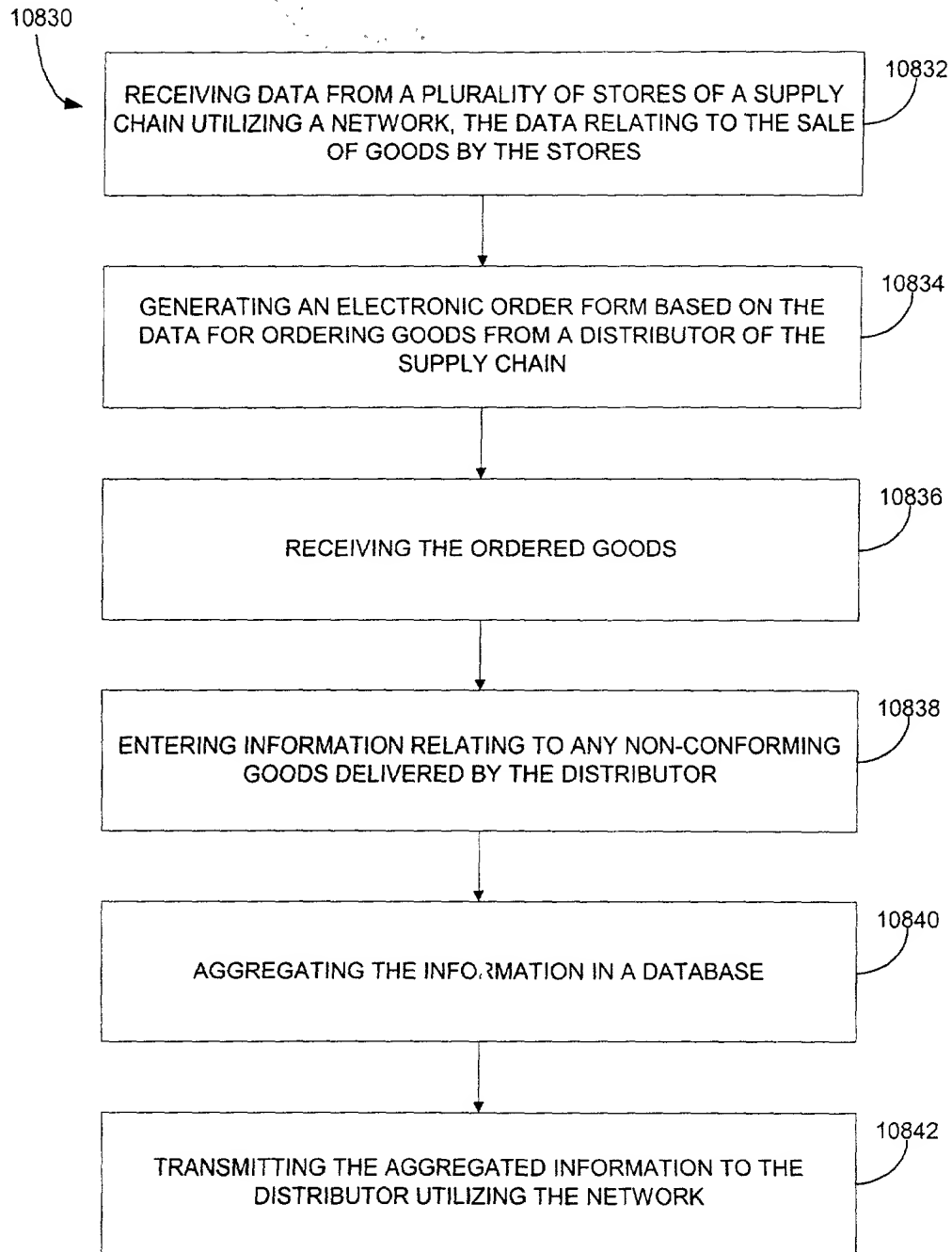
**FIG. 105**



**FIG. 106**

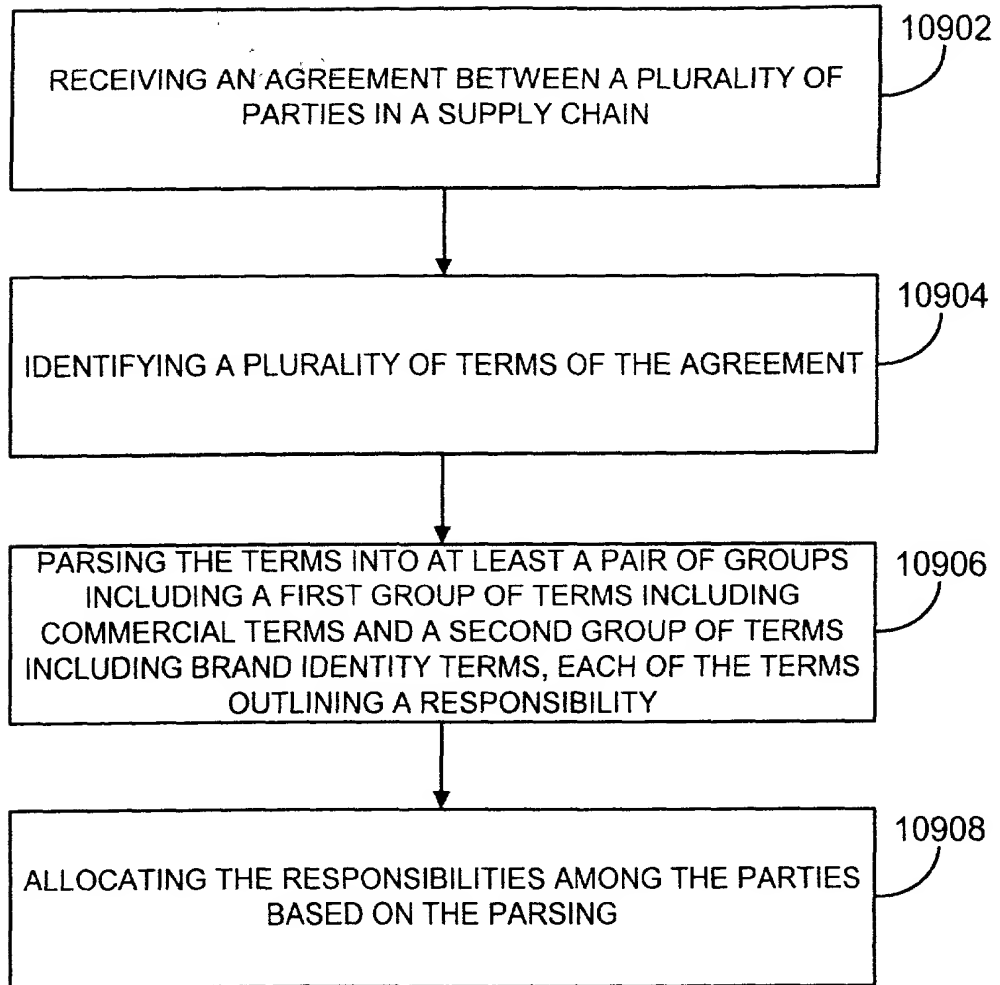


**FIG. 107**



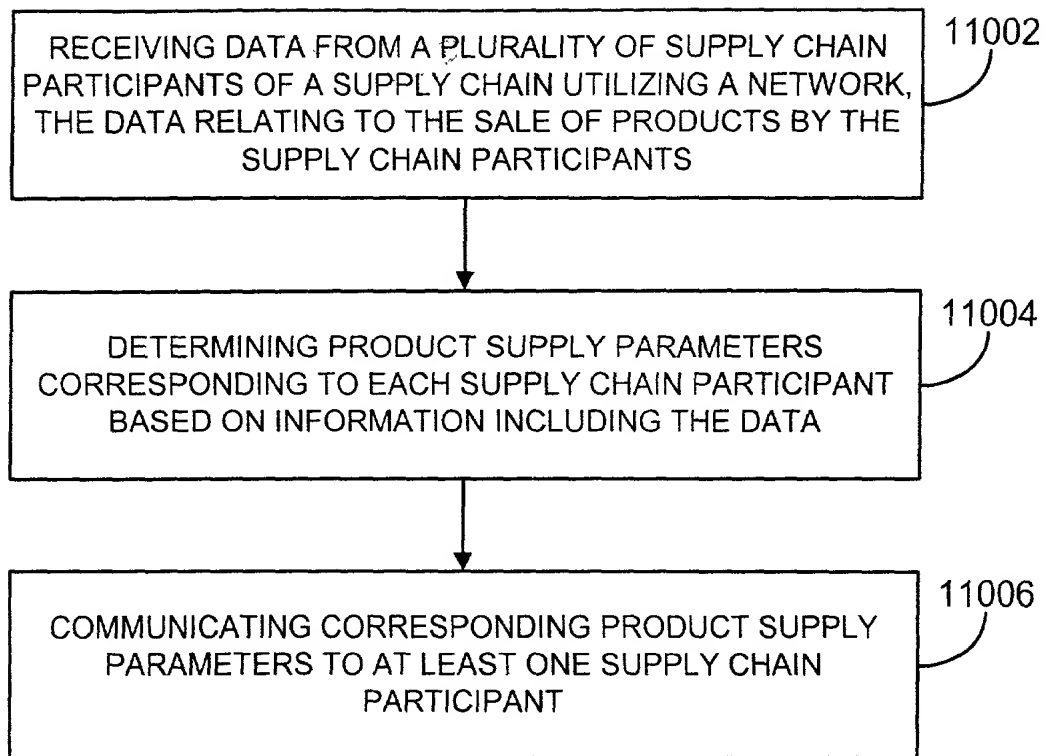
**FIG. 108**

10900



**FIG. 109**

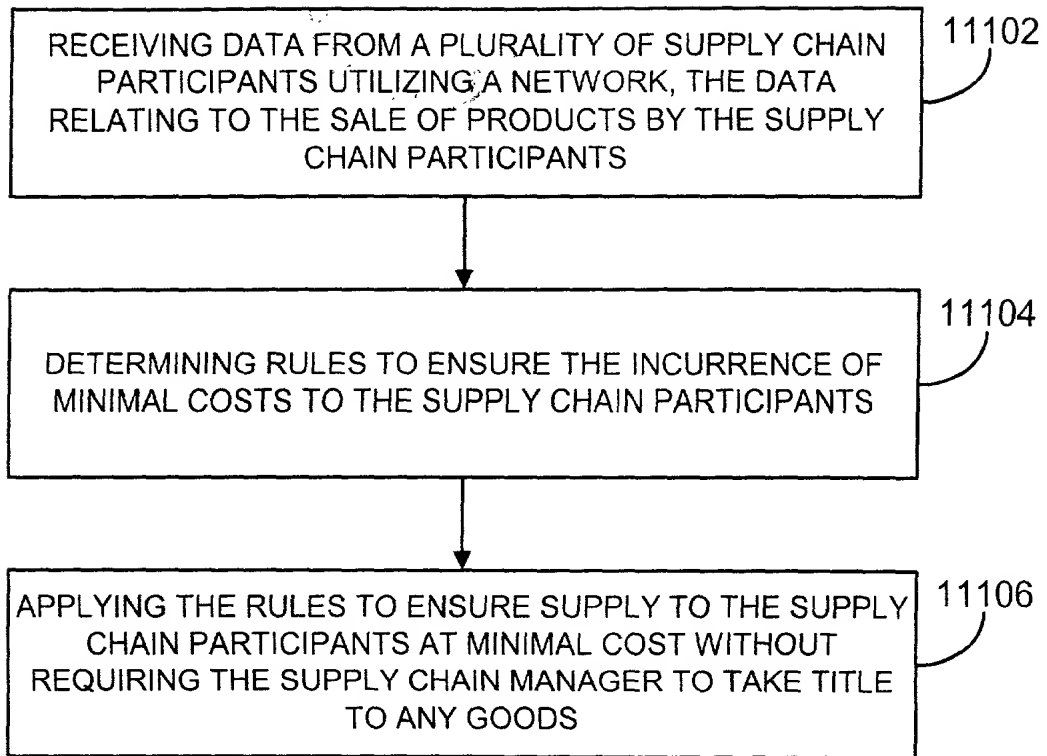
11000



**FIG. 110**

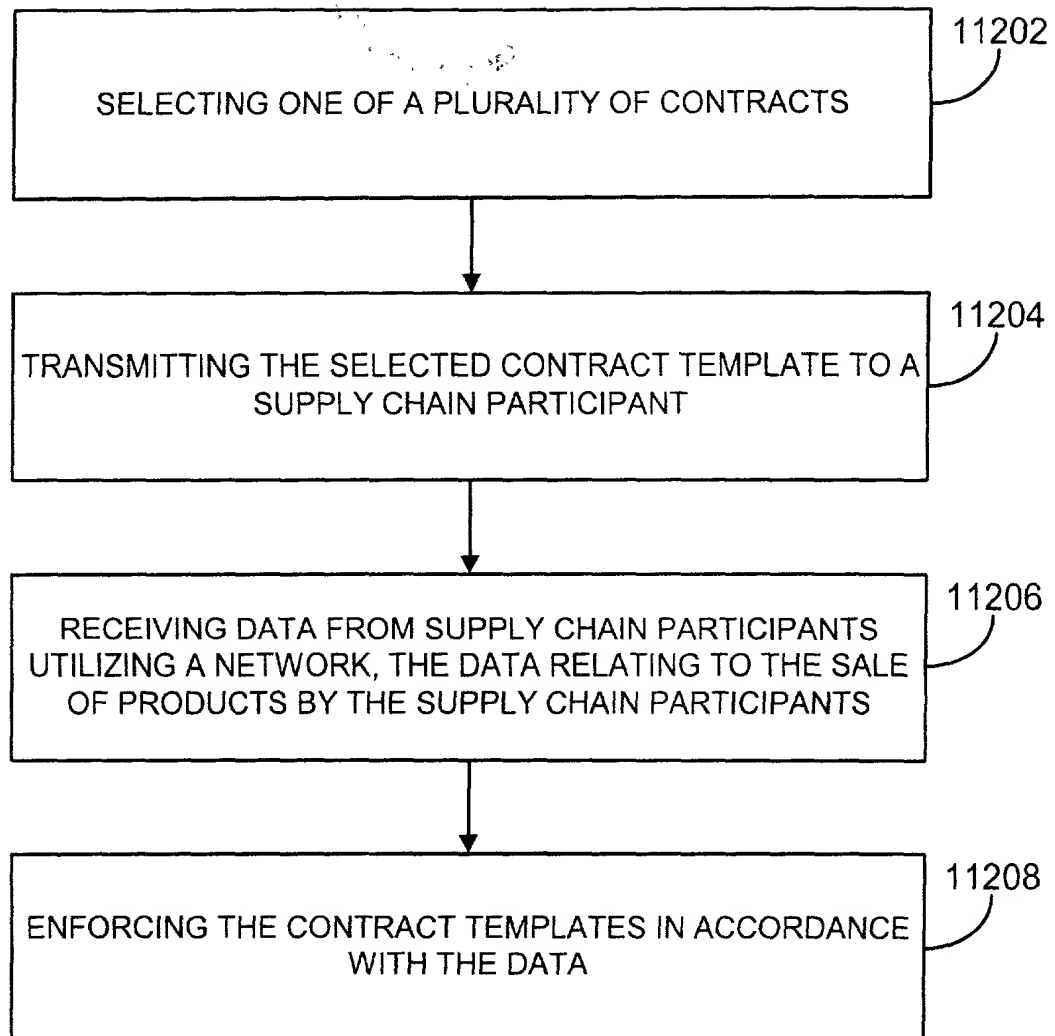


11100



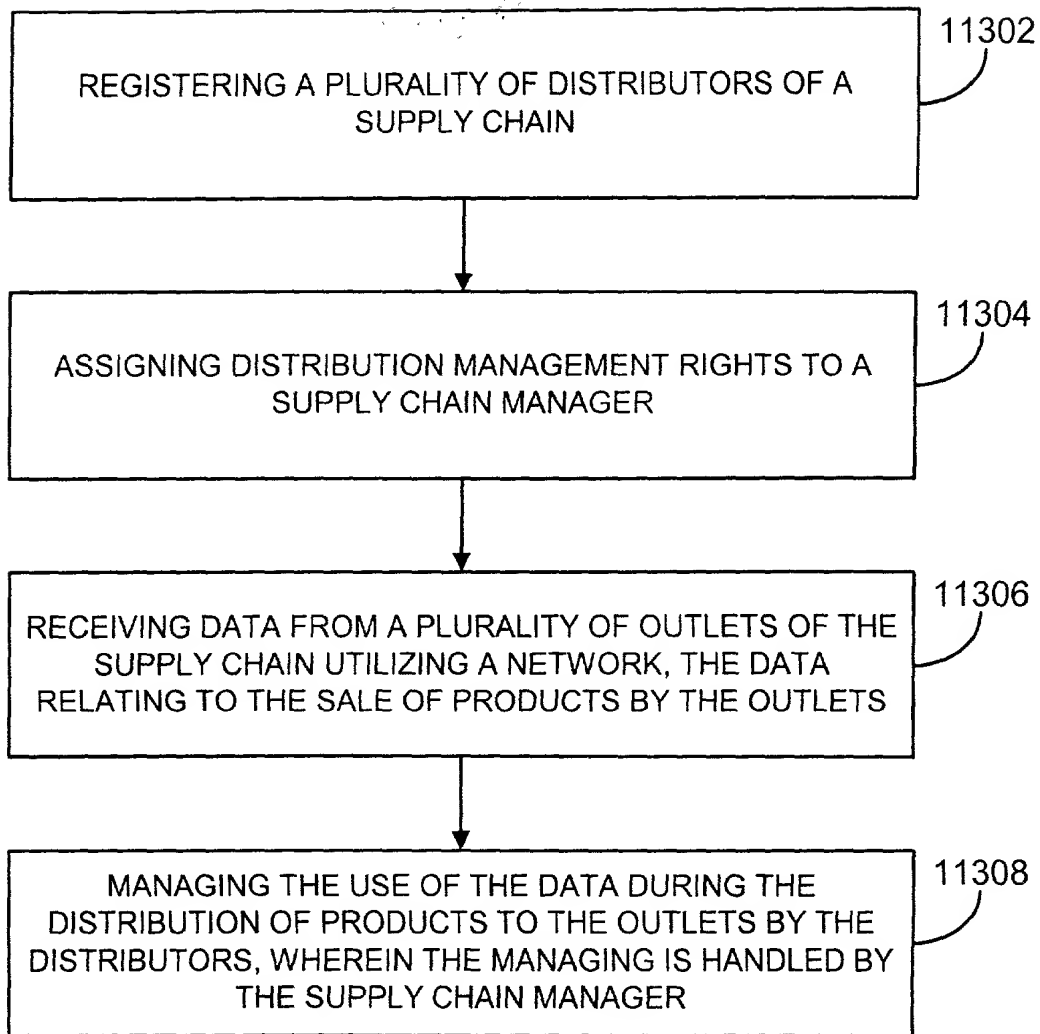
**FIG. 111**

11200



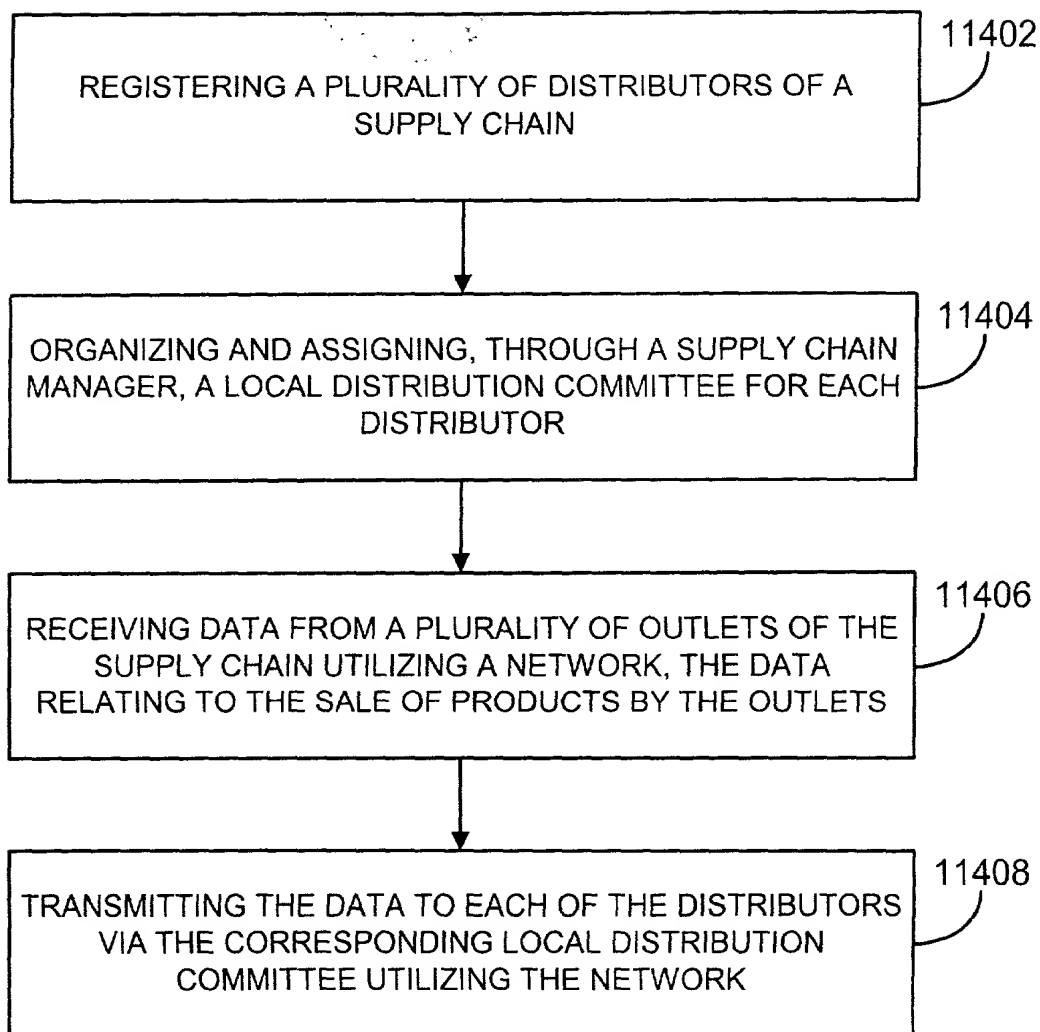
**FIG. 112**

11300



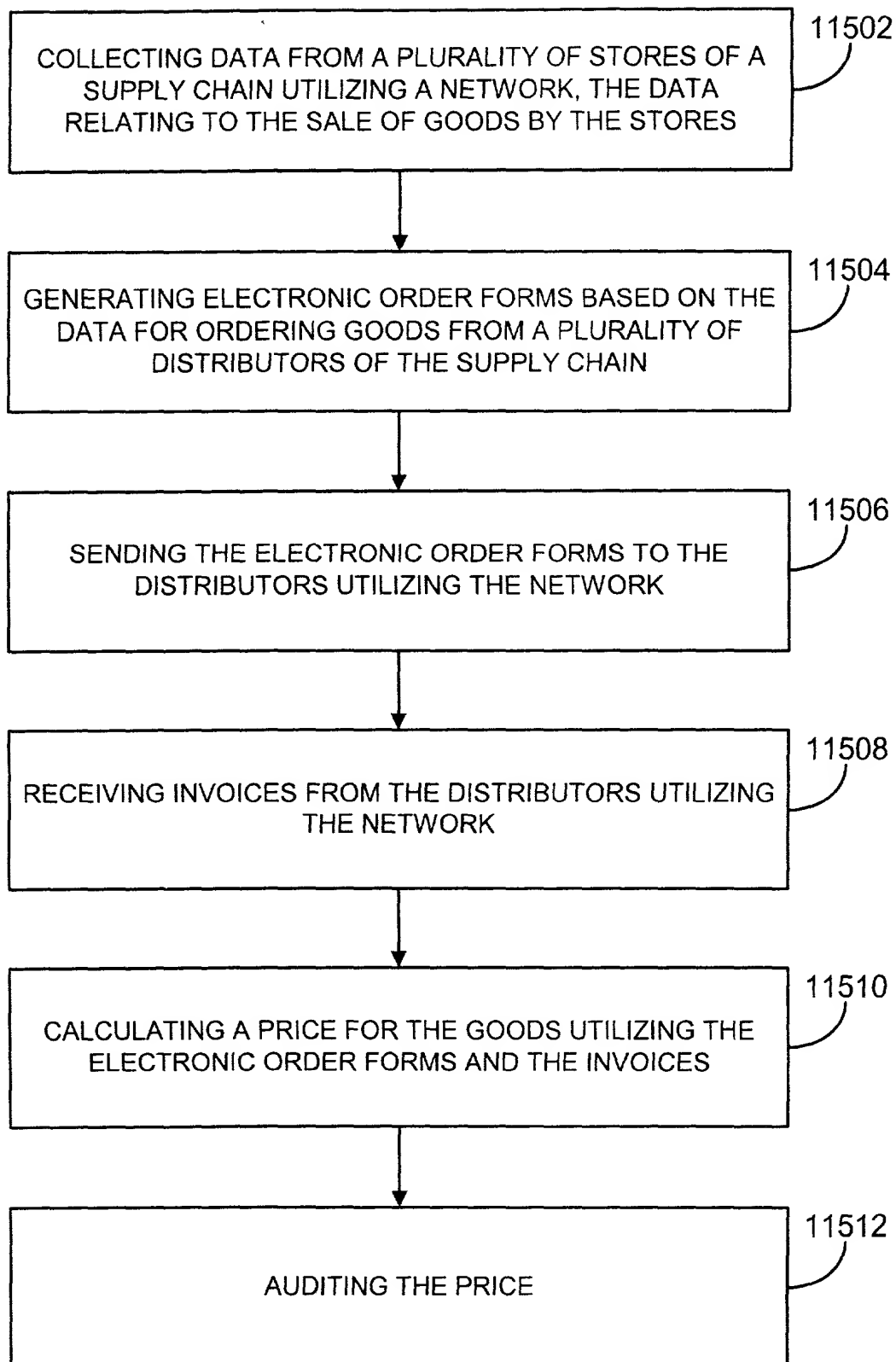
**FIG. 113**

11400



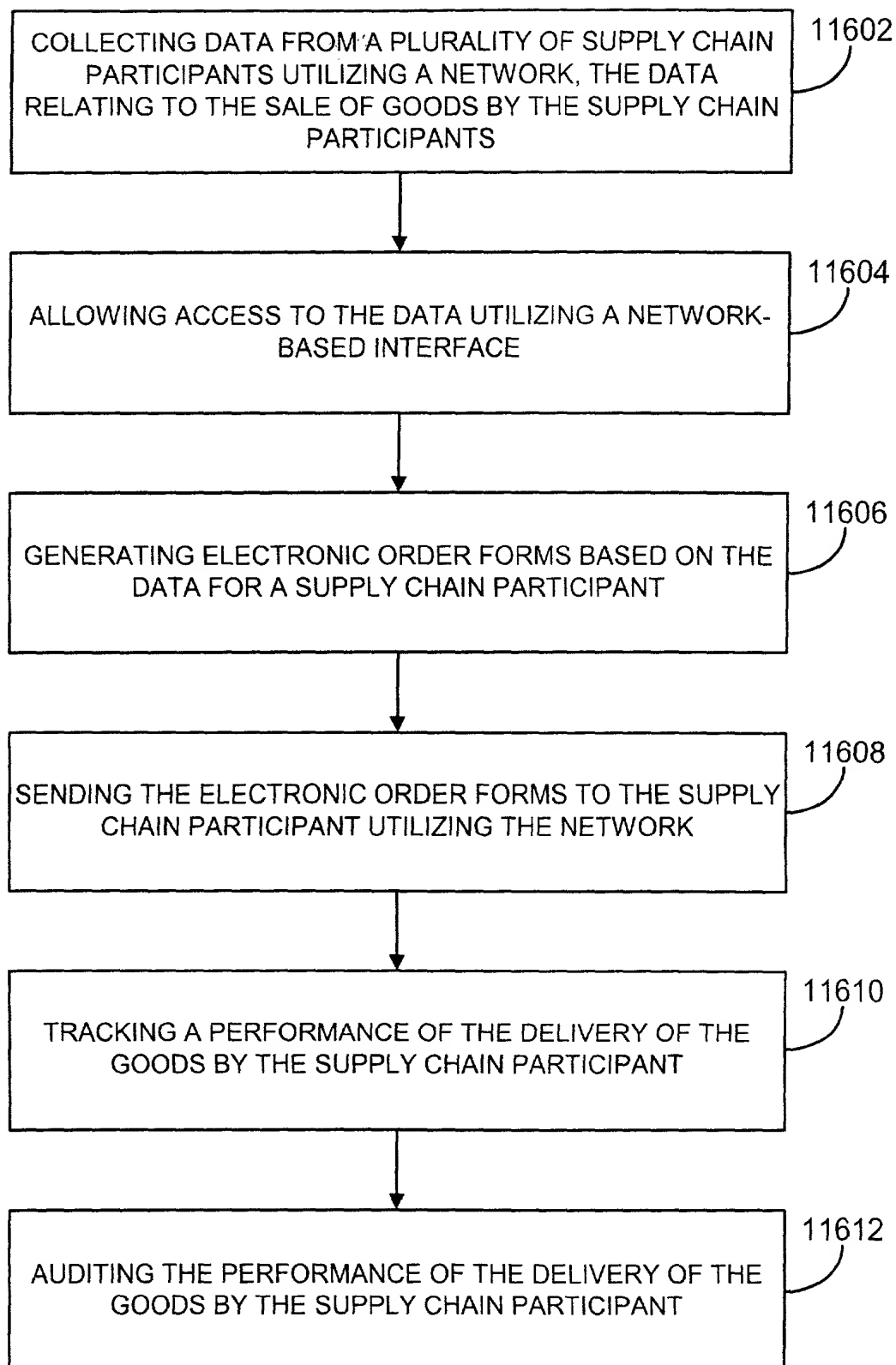
**FIG. 114**

11500



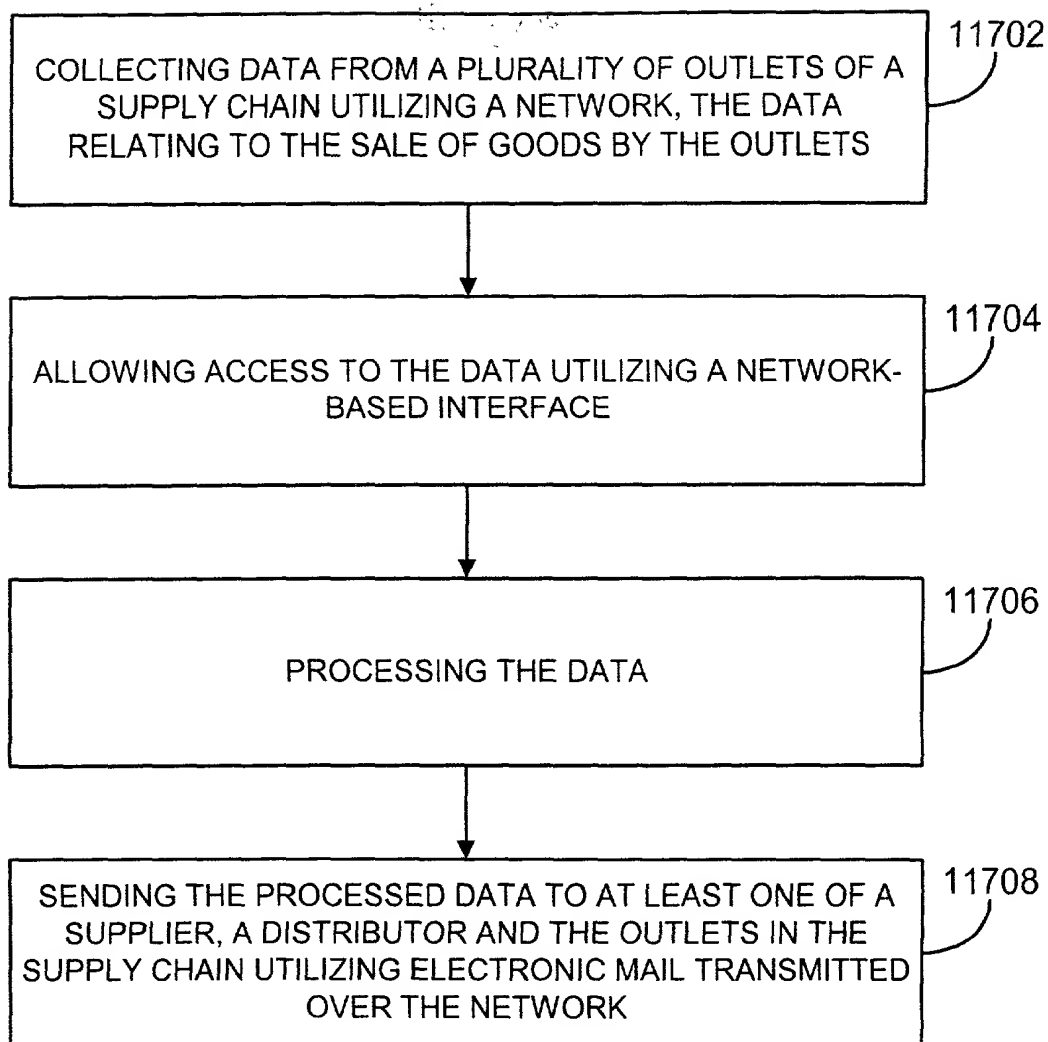
**FIG. 115**

11600



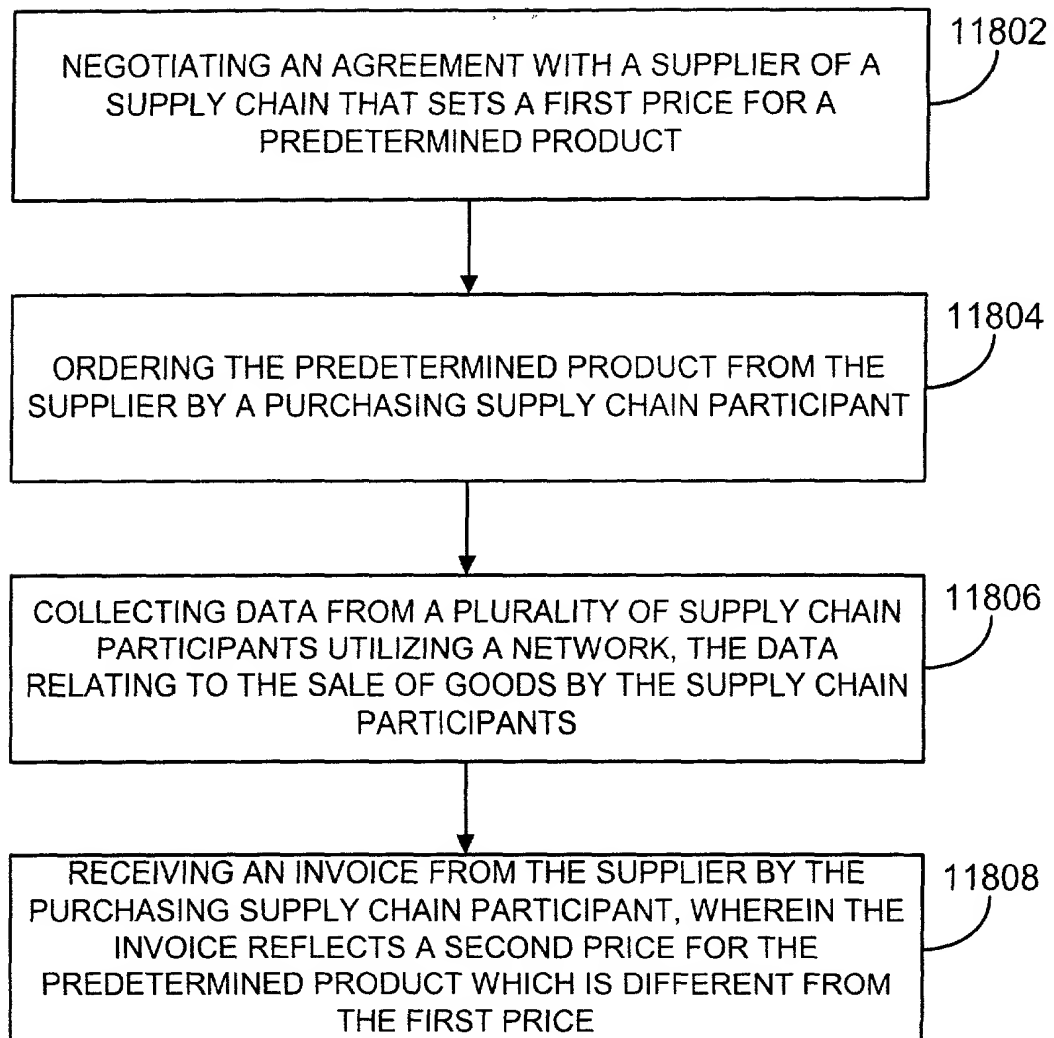
**FIG. 116**

11700



**FIG. 117**

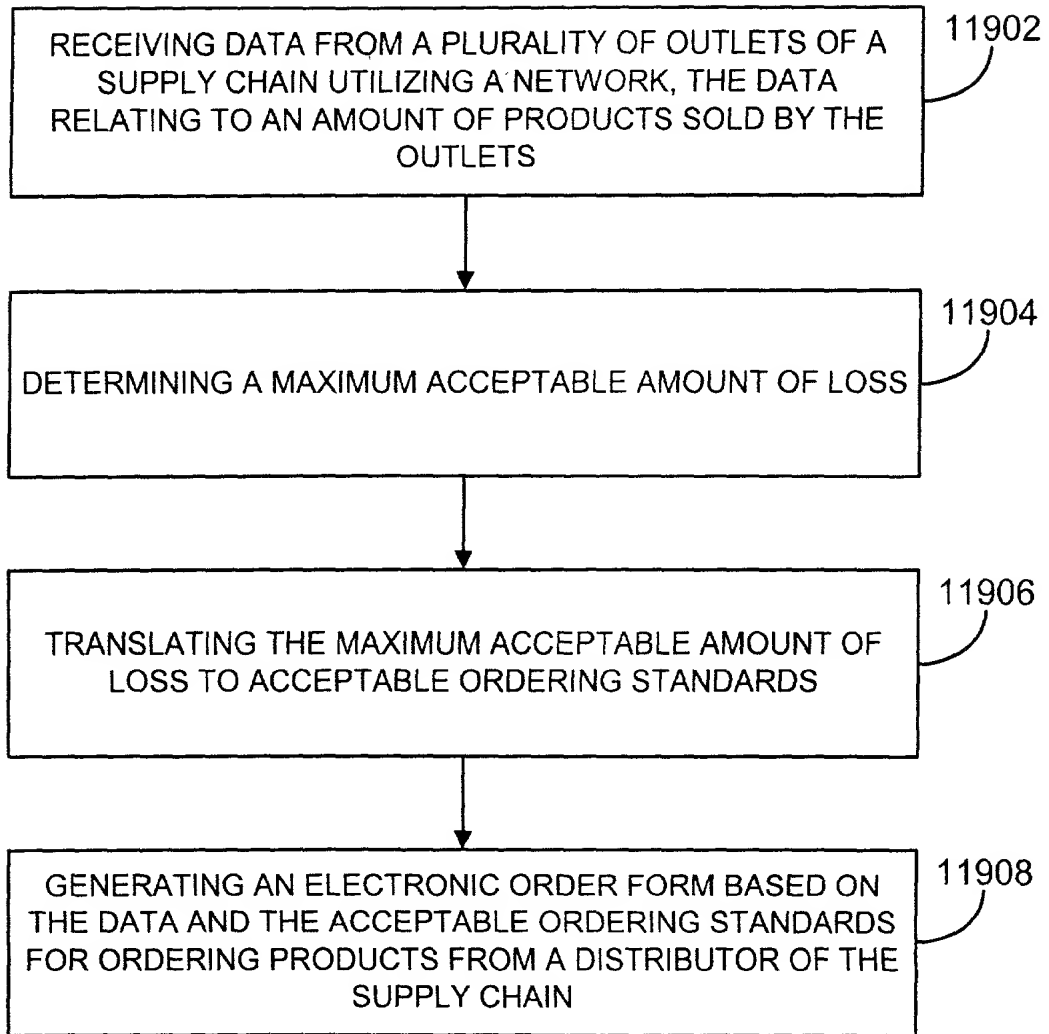
11800



**FIG. 118**

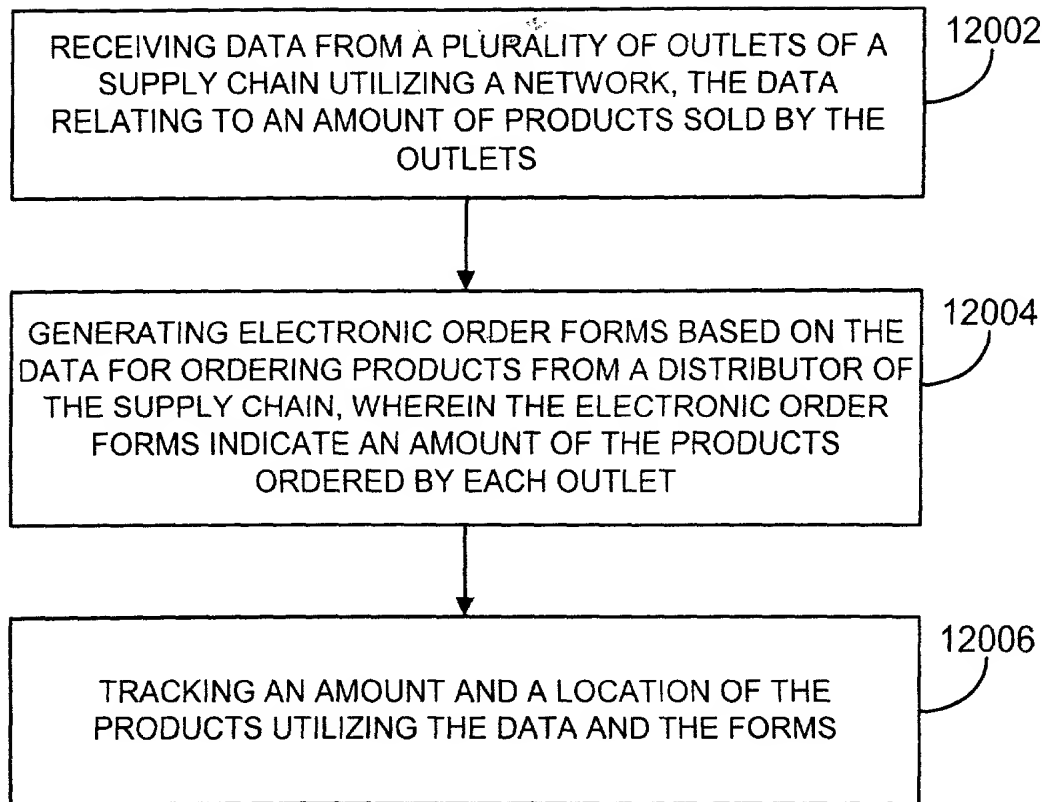


11900



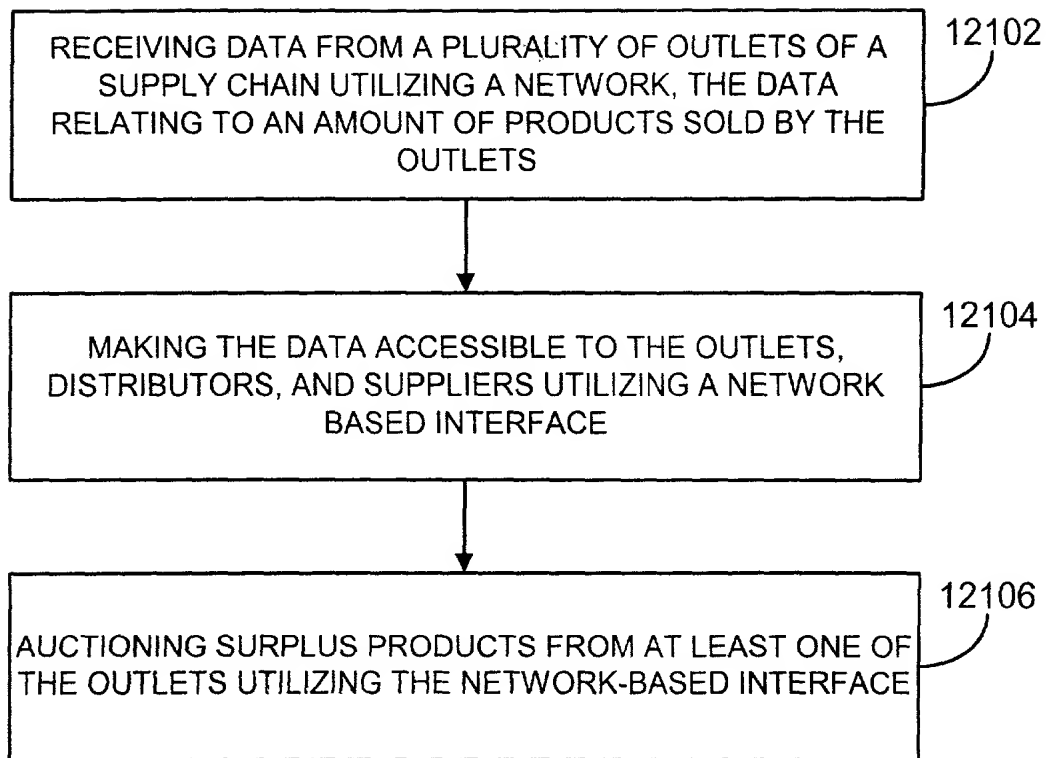
**FIG. 119**

12000



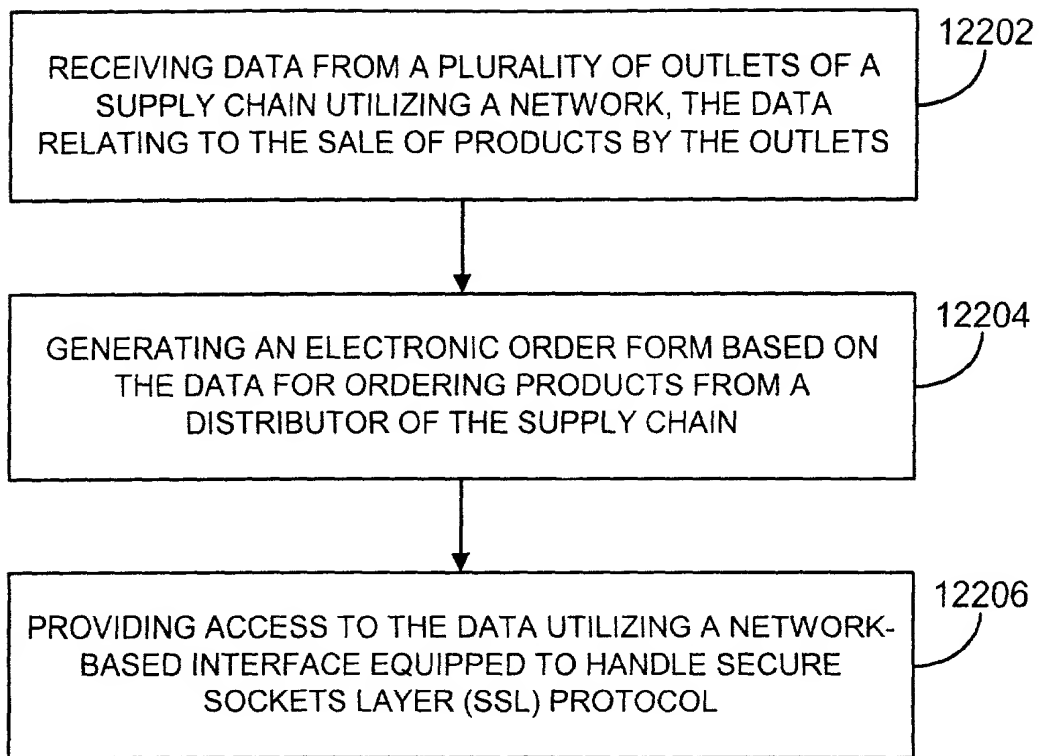
**FIG. 120**

12100



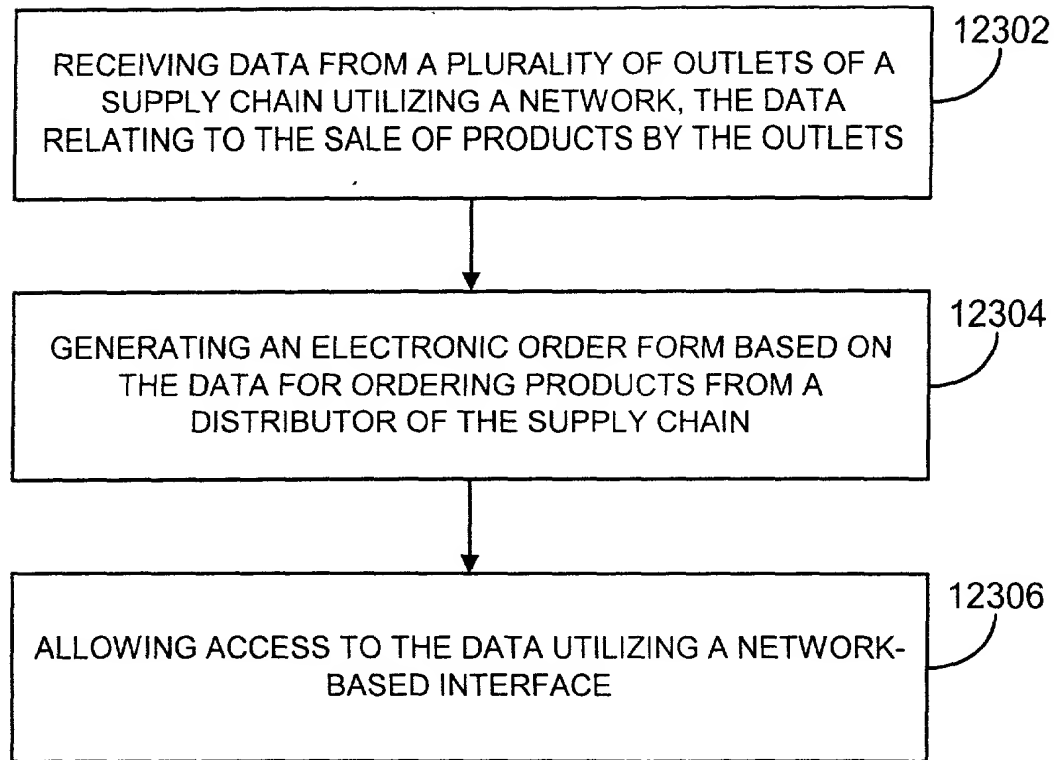
**FIG. 121**

12200



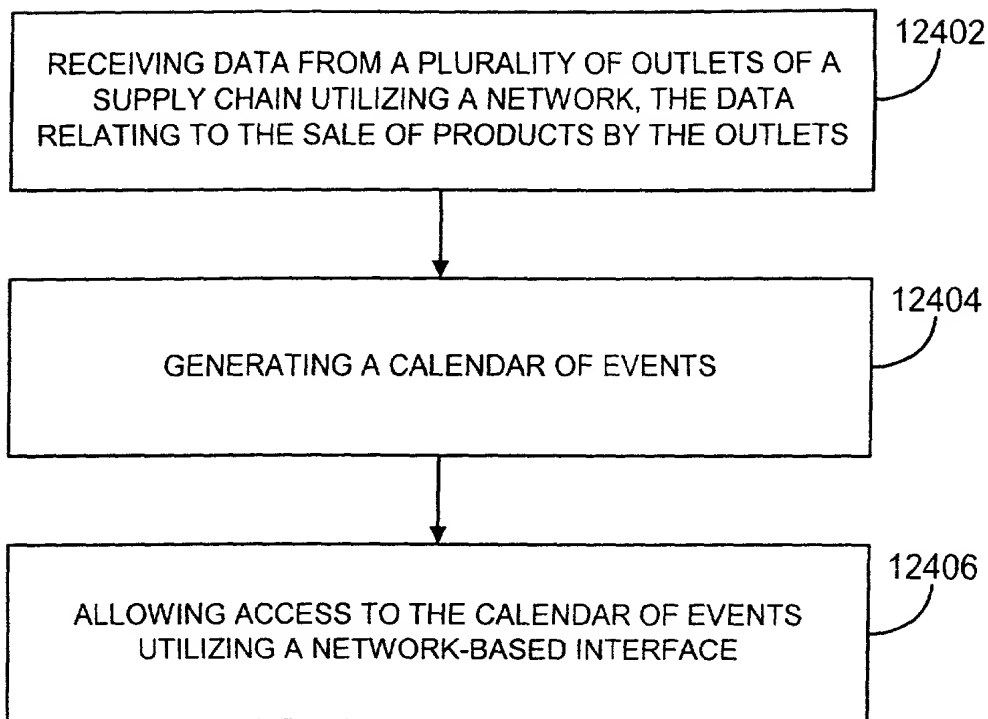
**FIG. 122**

12300



**FIG. 123**

12400



**FIG. 124**

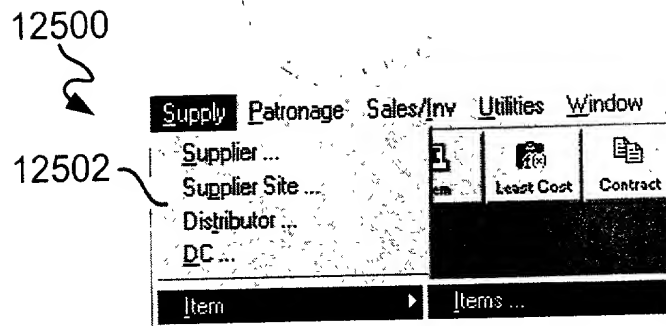


FIG. 125

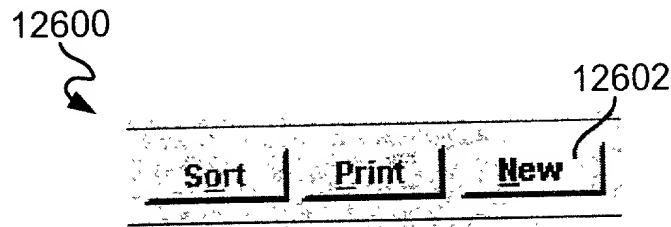


FIG. 126

12700

12702

|                          |                      |                     |                                     |
|--------------------------|----------------------|---------------------|-------------------------------------|
| <b>Item Desc:</b>        | <input type="text"/> |                     |                                     |
| <b>Item Number:</b>      | <input type="text"/> | <b>Status Code:</b> | <input type="text" value="Active"/> |
| <b>Product Cat Code:</b> | <input type="text"/> | <b>Item Rank:</b>   | <input type="text"/>                |

FIG. 127

109020" E809T860

12800



Landed Cost by Distribution Center

| Item                      | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium              | 4.85    | 0.23    | 5.08   | TL      |
| Bag - Large               | 6.7     | 0.23    | 6.93   | TL      |
| Biscuits - Frozen         | 12.33   | 1.15    | 13.48  | TL      |
| Brush - Pot, Long Handle  | 40.2    | 2.02    | 42.22  | TL      |
| Brush - Pot, Short Handle | 24      | 1.39    | 25.39  | TL      |
| Carton - Breakfast        | 16.59   | 1.1     | 17.69  | RDC     |
| Carton - Large Fry        | 29.91   | 0.81    | 30.72  | RDC     |
| Carton - Medium Fry       | 18.92   | 0.73    | 19.65  | TLMIN   |

FIG. 128



09346083-070604

12900



FIG. 129

13000

|                            |   |                                |          |
|----------------------------|---|--------------------------------|----------|
| <b>Supplier Item Desc:</b> |   | <b>Item No:</b>                |          |
| <b>Current:</b>            | <input checked="" type="radio"/> Yes <input type="radio"/> No | <b>Tie Qty:</b>                |          |
| <b>Items per Case:</b>     | 5000  | <b>High Qty:</b>               |          |
| <b>Innerpack Contents:</b> | 5/1000  | <b>Cases Per Pallet:</b>       |          |
| <b>Item Size:</b>          |   | <b>Stacking Allowed:</b>       |          |
| <b>Case Length:</b>        |   | <b>Universal Product Code:</b> |          |
| <b>Case Width:</b>         |   | <b>Cases Per Truckload:</b>    | 1350     |
| <b>Case Depth:</b>         |   | <b>Net Weight:</b>             | 39 00    |
| <b>Case Dimension U/M:</b> | INCH(S)   | <b>Gross Weight:</b>           | 39 00    |
| <b>Item Cube:</b>          | 0.95 CUBIC FEET   | <b>Weight U/M:</b>             | POUND(S) |
| <b>Item Shelf Life:</b>    |   | <b>BarCode:</b>                |          |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

|                         |                               |   |
|-------------------------|-------------------------------|---|
| <b>Site Information</b> | <b>Site Id:</b> 17355         | <b>Site Role:</b> <i>FOB Shipping Point</i> |
| <b>Site Name:</b>       | TYSON FOODS - NEW HOLLAND, PA |   |

13102

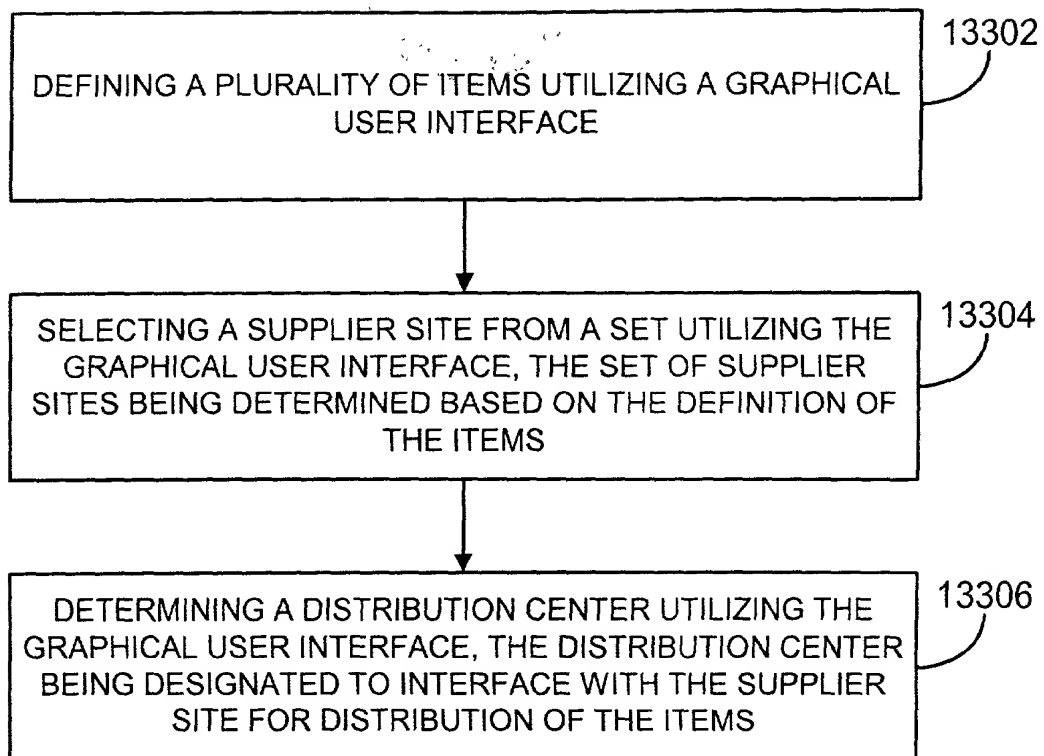
FIG. 131

13200

|                         |                            |                           |
|-------------------------|----------------------------|---------------------------|
| <b>Site Information</b> | <b>Site Id:</b> 16         | <b>FOB Shipping Point</b> |
| <b>Name:</b>            | AMERISERVE-FARMINGDALE, NY |                           |
| <b>Status:</b>          | Active                     |                           |
|                         |                            | <b>Railroad Name:</b>     |
|                         |                            | <b>Rail Sidings:</b>      |

FIG. 132

13300



**FIG. 133**

13400

|                 |                                       |   |        |           |        |                           |                          |
|-----------------|---------------------------------------|---|--------|-----------|--------|---------------------------|--------------------------|
| Item:           | WRAP-BACON DOUBLE CHEESEBURGER DELUXE | Begin:  | 7/1/96 | End:      | 9/1/96 | Final:                    | <input type="checkbox"/> |
| Override Rules: |                                       | <input type="radio"/> Yes <input checked="" type="radio"/> No |        | Apply By: |        | Cell <input type="text"/> |                          |

FIG. 134

13500

| DC                          | Supplier FOB Point             |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO       | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL  |
| AMERISERVE-FARMINGDALE, NY  | TYSON FOODS - NEW HOLLAND, PA  |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed  |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400  | 35.2300 |
| 34.3200 | 34.3900 | 0.2900  | 34.6800 |

FIG. 136

13700

| Contr | LB      | Trk | Routing |
|-------|---------|-----|---------|
| 96    | 83,600  | 2.0 | TL      |
| 96    | 215,040 | 5.1 | TL      |

FIG. 137

13800



FIG. 138

13900

| Min Ordr | UM           | Slip   | Deliv. |
|----------|--------------|--------|--------|
| 1        | TRUCKLOAD(S) | Pallet |        |
| 1        | TRUCKLOAD(S) | Pallet |        |

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck   | 83,600     |
| Truck   | 215,040    |

FIG. 140

14200



FIG. 142

14100

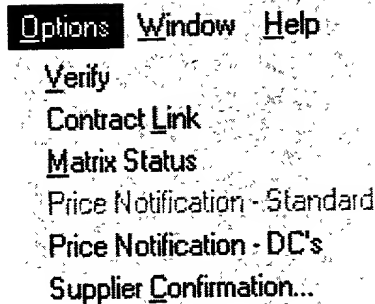


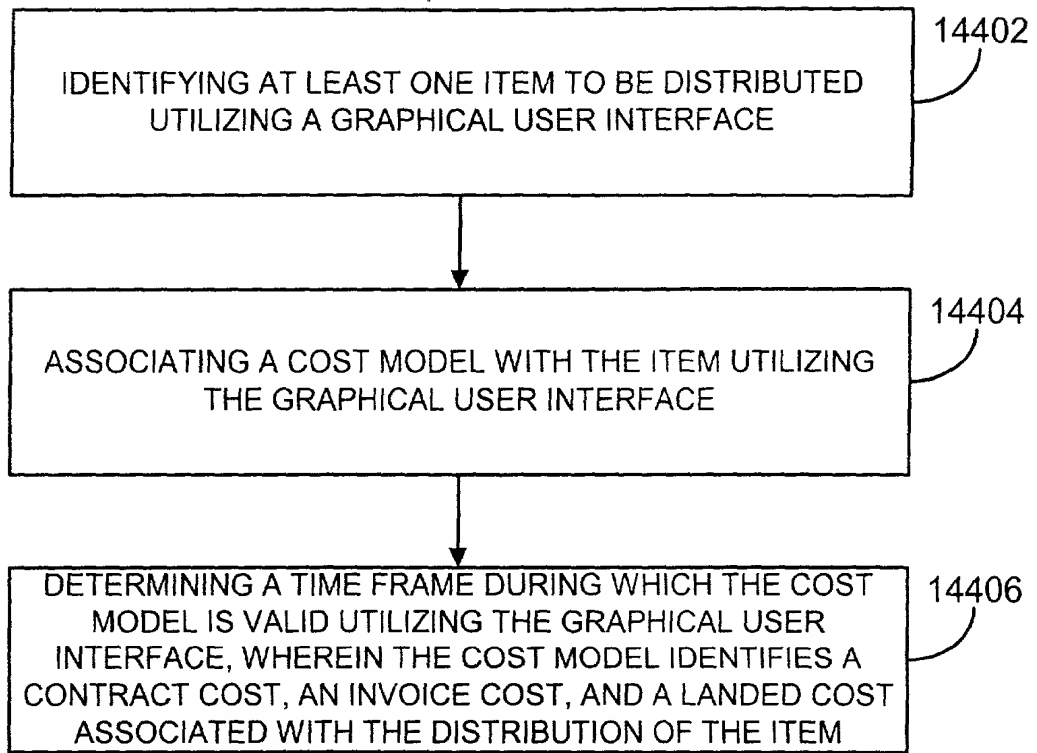
FIG. 141

14300

|                    |                                   |    |
|--------------------|-----------------------------------|----|
| Cost               | Edit / View ...                   | F3 |
| Commodities        | New (using previous matrix) ...   | F4 |
| Vendor Rating      | New (build matrix) ...            | F5 |
| Contact Management | Multi Item Price Notification ... |    |

FIG. 143

14400



**FIG. 144**

105020" E8091860

14500



FIG. 145

14600

**Contract ID:** 673 - TYSON FOODS

**Initial Buyer Name:** Jamie Hersh

**Current Buyer Name:** Chris Stanton

FIG. 146

14700

**Contract Start Date:** 05/15/98

**Contract End Date:** 12/31/02

**Execution Date:** 5/15/98

**Effective:** Shipment Date

**Payment Terms:** Net 10

FIG. 147

14800

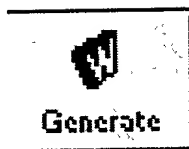


FIG. 148

14900



FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

| Item Description         | Cost Matrix End Date                    | Contract End Date                        | No End Date                              |
|--------------------------|---|--|--|
| BEEF - 77%               | <input checked="" type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input checked="" type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ      | <input checked="" type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input checked="" type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ. | <input checked="" type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input checked="" type="radio"/> No Date |

FIG. 151

15200



FIG. 152

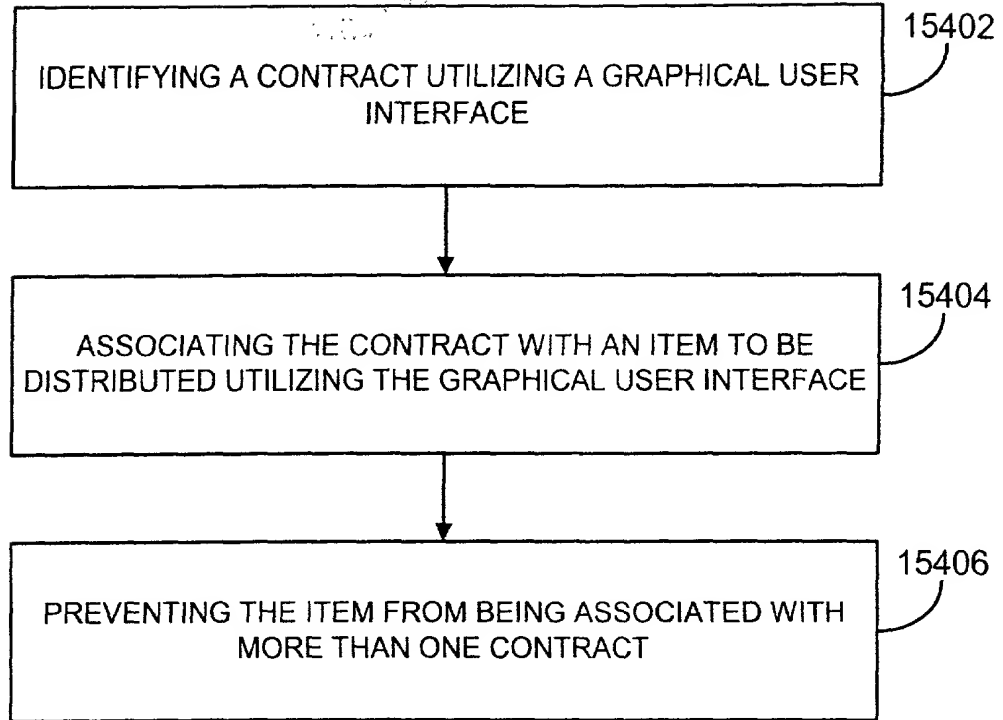
15300



FIG. 153



15400



**FIG. 154**

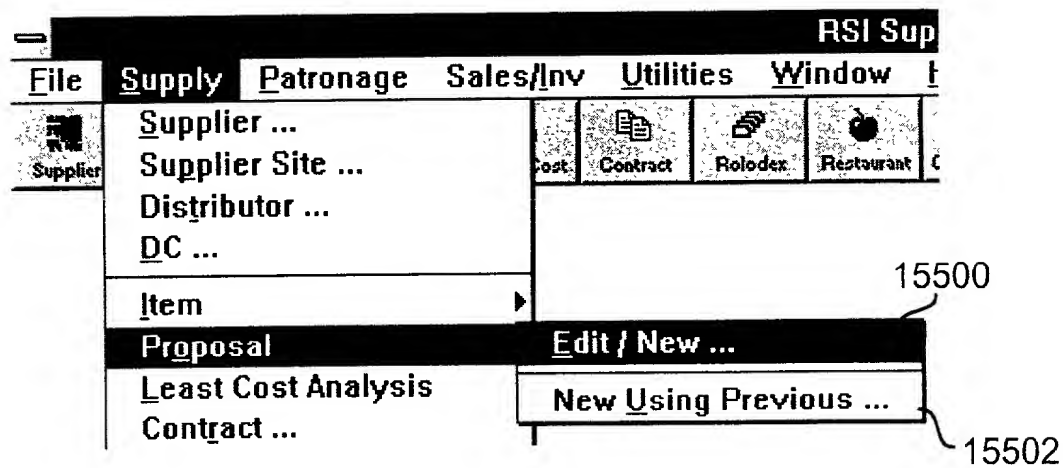


FIG. 155

15600

| Proposal - Foam Hot Cups & Polystyrene Lids   |          |   |     |   |       |                     |   |          |   |
|---|----------|---|-----|---|-------|---------------------|---|----------|---|
| Main Info   | Items    | Suppliers   | DCs |   |       |                     |   |          |   |
| <b>Proposal Information</b><br><div> <div> <b>Proposal ID:</b> 1021 </div> <div> <b>Proposal Due Date:</b> 06/12/97 </div> </div> <div> <div> <b>Proposal Name:</b> Foam Hot Cups &amp; Polystyrene Lids </div> <div> <b>Contract Begin Date:</b> 07/01/97 </div> </div> <div> <div> <b>Buyer Name:</b> Dennis Clabby </div> <div> <b>Contract End Date:</b> 06/30/98 </div> </div> |          |   |     |   |       |                     |   |          |   |
| <b>Actions</b><br><table border="1"> <thead> <tr> <th>#</th> <th>Date:</th> <th>Action Description:</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>05/28/97</td> <td>Sent this bid to Dart and also sent a request for information to WinCup</td> </tr> </tbody> </table>  |          |   |     | # | Date: | Action Description: | 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup |
| #   | Date:    | Action Description:   |     |   |       |                     |   |          |   |
| 1   | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup |     |   |       |                     |   |          |   |

FIG. 156

FIG. 156

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid

Search Query Reset

Query Values

| Item Description |
|------------------|
| CUP-HOT          |
|                  |
|                  |
|                  |
|                  |
|                  |
|                  |

2 Rows Selected

| Item Description       |
|------------------------|
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY)     |

> >> << <

FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

| Item Description          |       | Item Description             |
|---------------------------|-------|------------------------------|
| CUP-HOT 12 OZ (PAPER) DRY | 15902 | CUP-HOT 12 OZ (DRY)          |
| CUP-HOT 16 OZ (PAPER) DRY | >     | CUP-HOT 16 OZ (500 CT) (DRY) |
| CUP-HOT 8 OZ (PAPER) DRY  | >>    | CUP-HOT 8 OZ (DRY)           |
|                           | <<    | LID-HOT 12/16 OZ (DRY)       |
|                           | <     | LID-HOT 8 OZ (DRY)           |
|                           |       | 15906                        |
|                           |       | 15908                        |

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

| Item Description | FOB Price Component  |
|------------------|----------------------|
| MAYO-BULK        | Mayonaise Components |
|                  | (None Selected)      |
|                  | Generic FOB Pricing  |
|                  | Mayonaise Components |

FIG. 160

16100

| Item               | Growth % | Gross Wgt. | Item Cube | Contract Period      |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00%    | 32         | 1.26      | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY      | 7.00%    | 37.00      | 1.09      |                      |
| CHICKEN-TENDERS    | 0.00%    | 25.00      | 1.06      |                      |

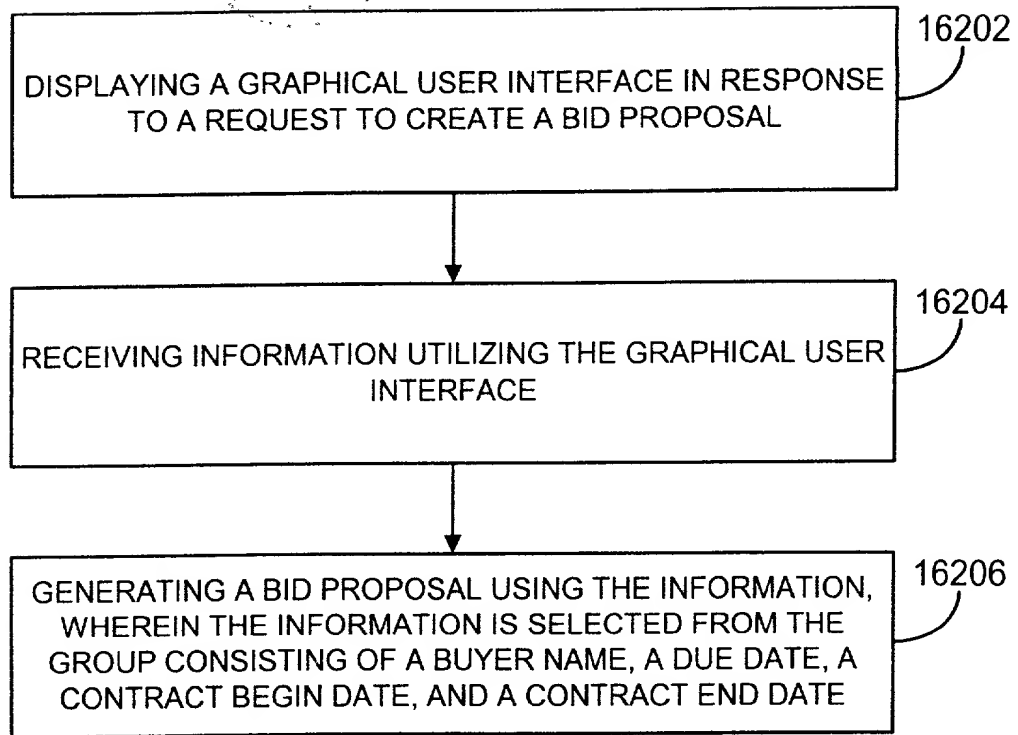
  

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage | + |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|---|
| POST-ALBUQUERQ      | 576                 | 30                    | 99.34%       | 6.03      | 5.00%          | 755                  |   |
| POST-DENVER         | 833                 | 39                    | 99.05%       | 6.68      | 5.00%          | 1,083                |   |
| POST-SALT LAKE      | 116                 | 2                     | 80.00%       | 5.46      | 5.00%          | 37                   |   |

FIG. 161

T09020" E8097860

16200



**FIG. 162**

16300

**Templates** | **Create Bid**

**FIG. 163**

16400

|                                     | <i>Supply</i> | <i>MS</i>   | <i>Editable</i> |
|-------------------------------------|---------------|-------------|-----------------|
|                                     |               | <i>Word</i> | <i>Y/N</i>      |
| <b>Bid Proposal Cover Letter</b>    | ?             |             | <b>Y</b>        |
| <b>General Terms and Conditions</b> | ?             |             | <b>N</b>        |
| <b>Usage Estimates</b>              | ?             |             | <b>N</b>        |
| <b>Supplier Facility Worksheets</b> | ?             |             | <b>N</b>        |
| <b>Item Information Worksheets</b>  | ?             |             | <b>N</b>        |
| <b>Sample Supply Agreement</b>      |               | ?           | <b>N</b>        |
| <b>BK Specification Request</b>     |               | ?           | <b>N</b>        |
| <b>FOB Price Component</b>          |               | ?           | <b>Y</b>        |
| <b>Truckload Freight Worksheet</b>  | ?             |             | <b>N</b>        |
| <b>LTL Freight Worksheet</b>        | ?             |             | <b>N</b>        |

**FIG. 164**



16500

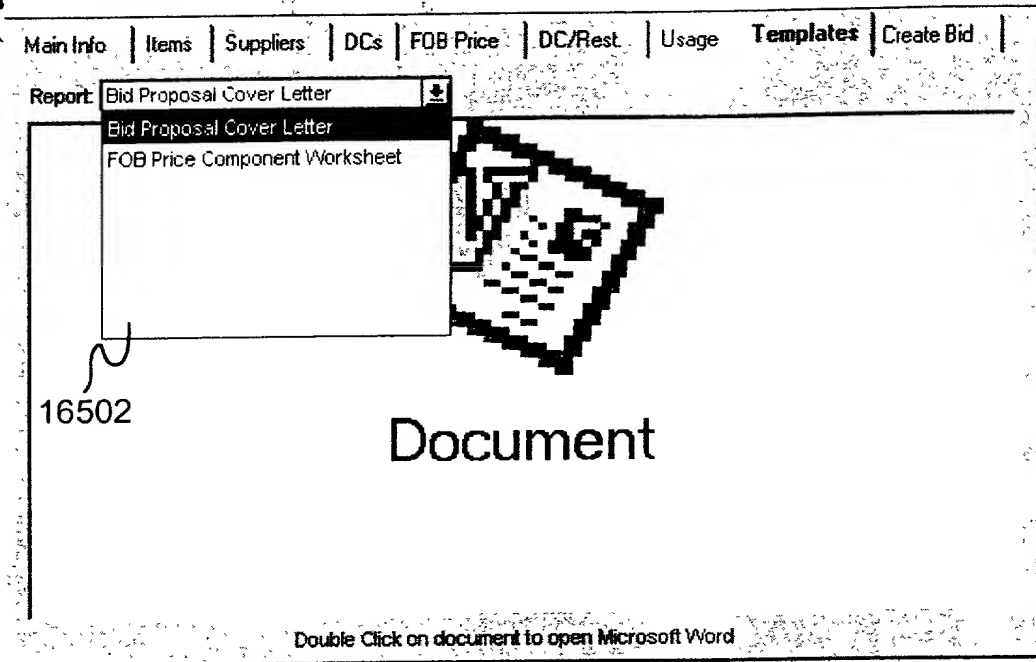


FIG. 165

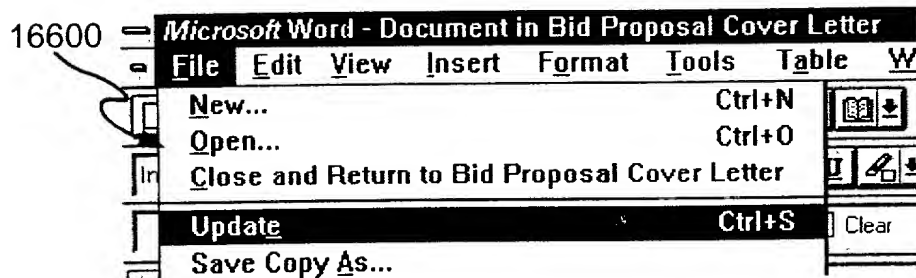


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | **Create Bid**

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

| General   | Cost  |
|---|---|
| Bid Proposal Cover Letter <input checked="" type="checkbox"/>   | FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| General Terms & Conditions <input checked="" type="checkbox"/>  | Truckload Freight Worksheet <input checked="" type="checkbox"/>   |
| Usage Estimates <input checked="" type="checkbox"/>             | LTL Freight Worksheet <input checked="" type="checkbox"/>         |
| Supplier Facility Worksheet <input checked="" type="checkbox"/> |   |
| Item Information Worksheet <input checked="" type="checkbox"/>  |   |
| Sample Supply Agreement <input checked="" type="checkbox"/>     |   |
| BK Specification Request <input checked="" type="checkbox"/>    |   |

\* LTL Freight Worksheet will be printed by system if necessary

| Blank Sheets  |
|---|
| Supplier Facility Worksheet <input checked="" type="checkbox"/>   |
| Item Information Worksheet <input checked="" type="checkbox"/>    |
| FOB Price Component Worksheet <input checked="" type="checkbox"/> |
| Truckload Freight Worksheet <input checked="" type="checkbox"/>   |
| LTL Freight Worksheet <input checked="" type="checkbox"/>         |

FIG. 167

16800

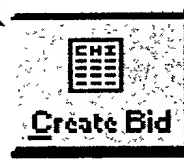


FIG. 168

16900

Report: 7/2/97

|                               |   |
|-------------------------------|---|
| Item Information Worksheet    | ↓ |
| Bid Proposal Cover Letter     | ↑ |
| FOB Price Component Worksheet |   |
| General Terms & Conditions    |   |
| Item Information Worksheet    |   |
| LTL Freight Worksheet         |   |
| Sample Supply Agreement       |   |
| Supplier Facility Worksheet   | ↓ |

Supplier: (all)

**Restaurant Services, Inc.**

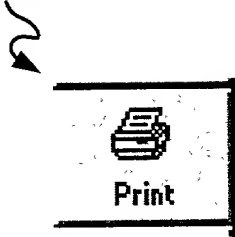
**Item Information Worksheet**

ATTY

DS

FIG. 169

17000



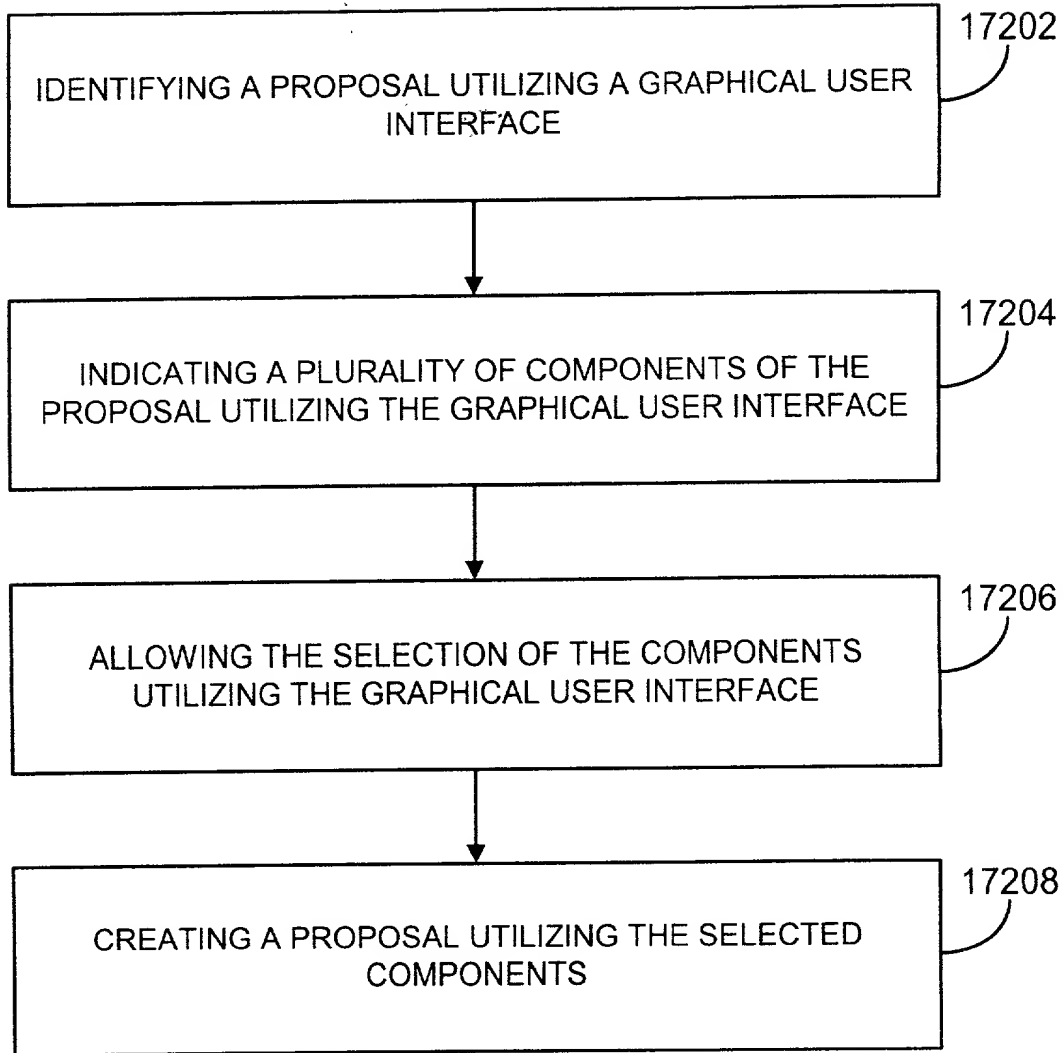
**FIG. 170**

17100



**FIG. 171**

17200



**FIG. 172**

17300



FIG. 173

17400

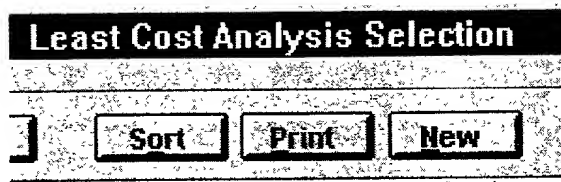


FIG. 174

17500

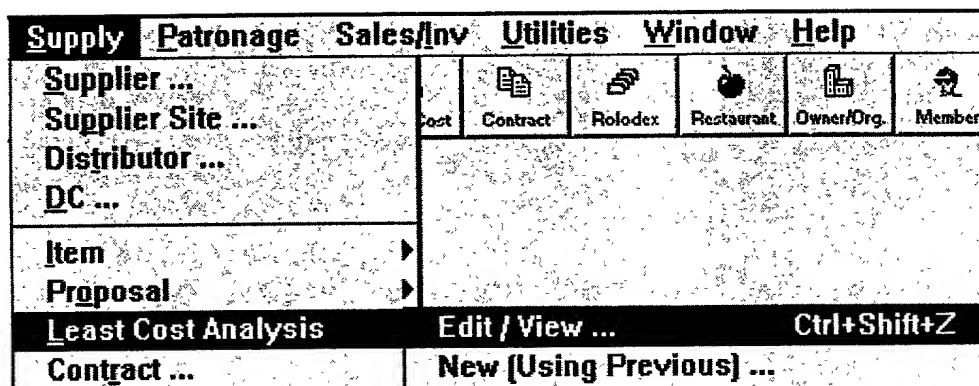


FIG. 175

**Bid Proposal Name:**

(None)



Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

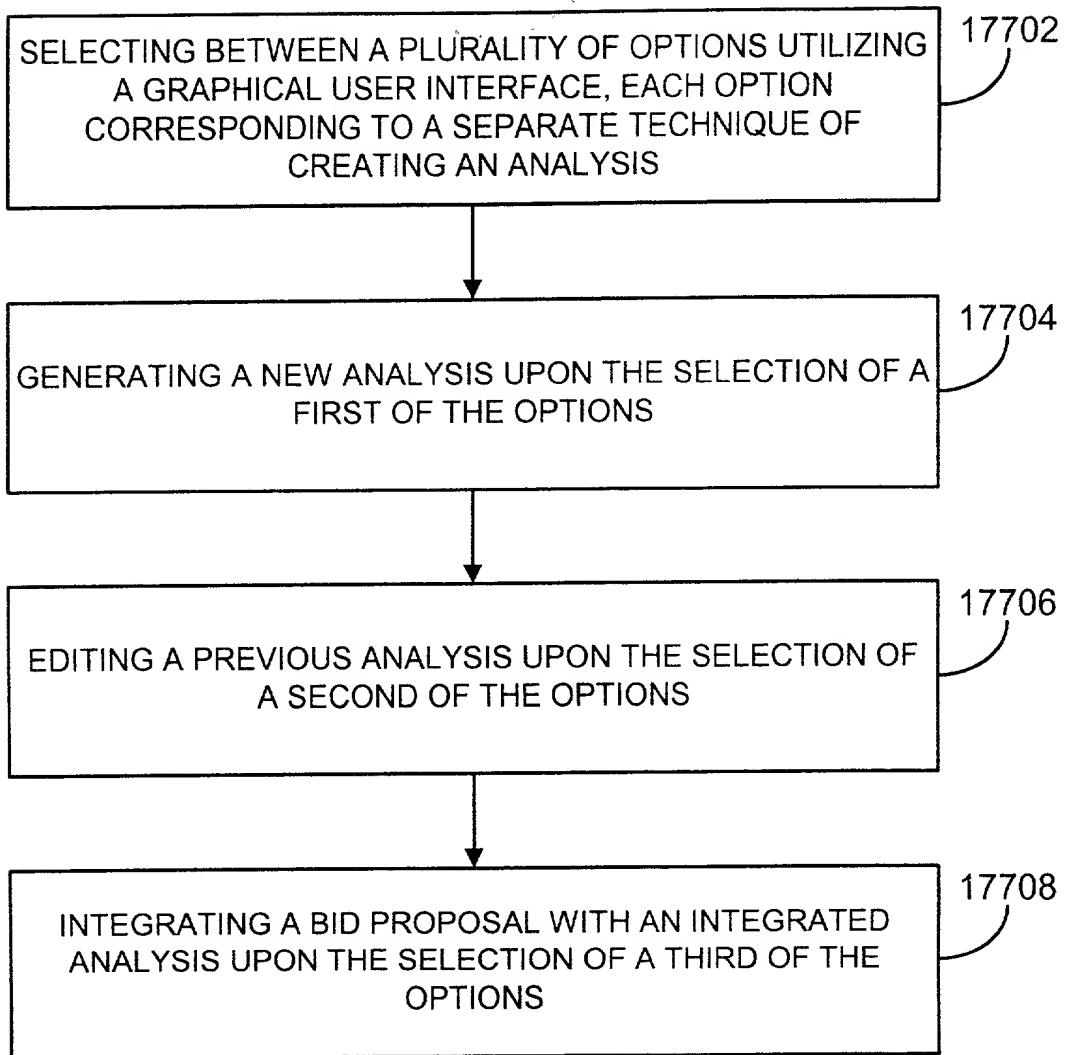
17600



**FIG. 176**

09816083-070601  
T09020" E809T860

17700



**FIG. 177**

17800



|                             |                   |      |         |
|-----------------------------|-------------------|------|---------|
| <b>Analysis Name:</b>       | Hash Brown Actual |      |         |
| <b>Analysis ID:</b>         | 1036              |      |         |
| <b>Buyer:</b>               | Dennis Clabby     |      |         |
| <b>Period of Agreement:</b> | 10/1/97           | THRU | 9/30/98 |
| <b>Unit Of Measure:</b>     | CASE(S)           |      |         |

FIG. 178

17900



|   |                 |              |
|---|-----------------|--------------|
| <b>Version ( 1 ) of ( 9 )</b>                                   |                 | Base version |
| <b>What is the max # of FOB points to allocate to each DC ?</b> | One FOB         |              |
| <b>What is pricing method for this version ?</b>                | FOB + Freight   |              |
| <b>What is the RSI Invoice FOB Upcharge (Downcharge) ?</b>      | 0.0000          |              |
| <b>Override RDC Truckload Validation?</b>                       | No              |              |
| <b>Solution Strategy:</b>                                       | Standard        |              |
| <b>Last Revision:</b>   | 9/15/97 1:04 PM |              |

FIG. 179



18000



FIG. 180

18100

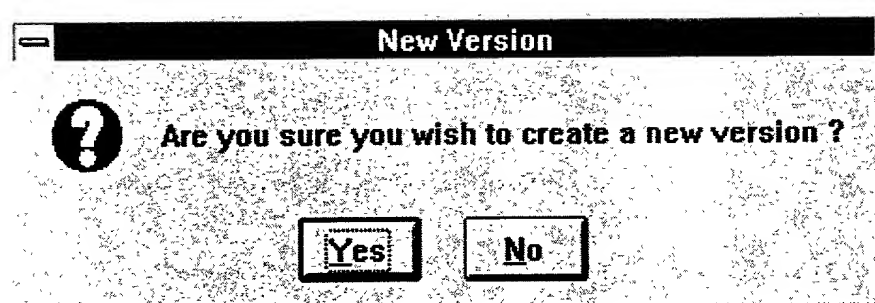
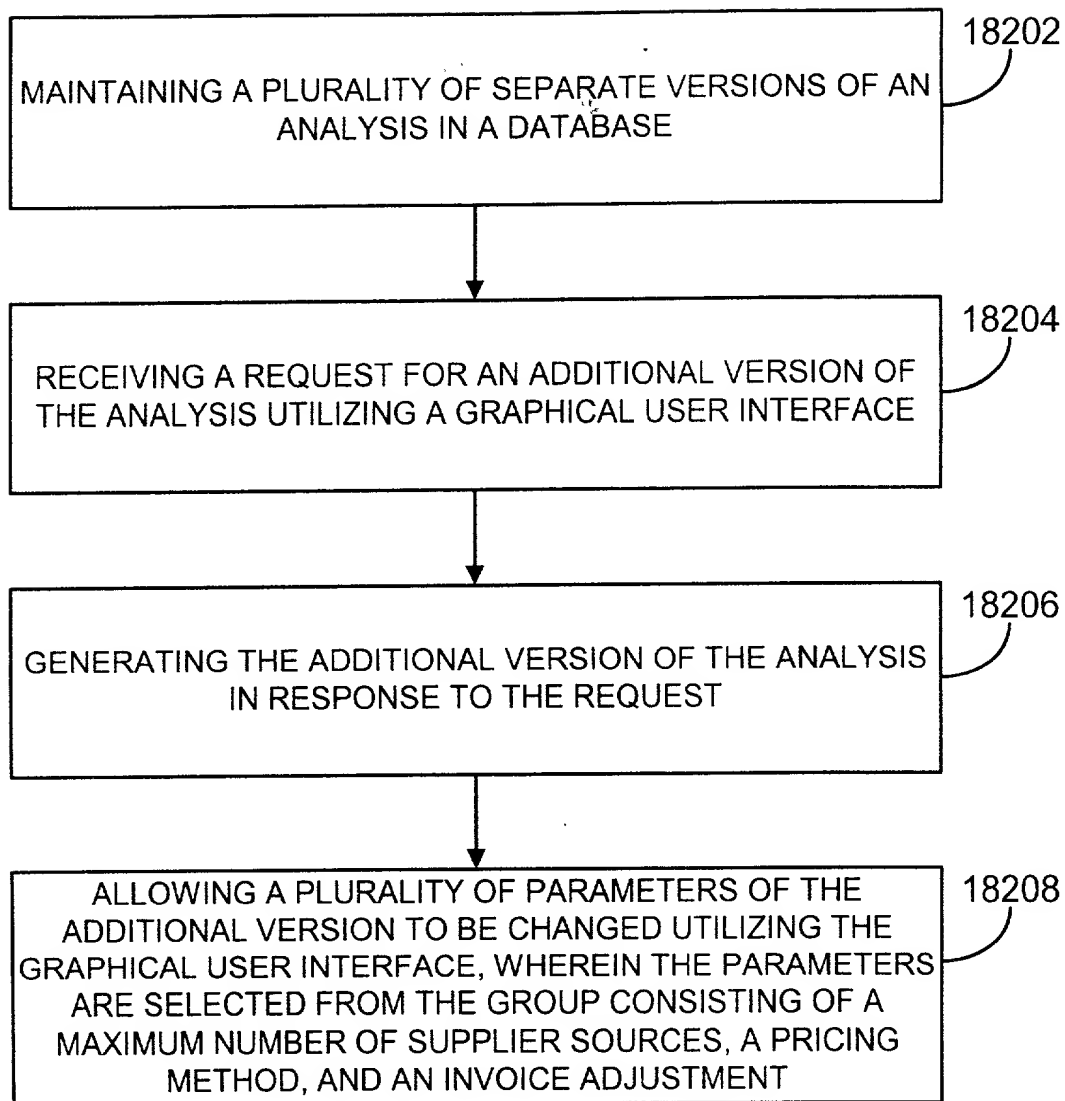


FIG. 181

18200



**FIG. 182**

09816093-070604

18300

SearchQueryReset

Query Values

| Supplier FOB |
|--------------|
| DOP          |
|              |
|              |
|              |

>

>>

| Supplier FOB                    |
|---------------------------------|
| DOPACO-DOWNINGTOWN, PA          |
| DOPACO-KINSTON, NC              |
| DOPACO-ST. CHARLES, IL          |
| DOPACO-STOCKTON, CA             |
| IMPERIAL BONDWARE-SHELBYVIL, IL |

7 Rows Selected

18302

FIG. 183

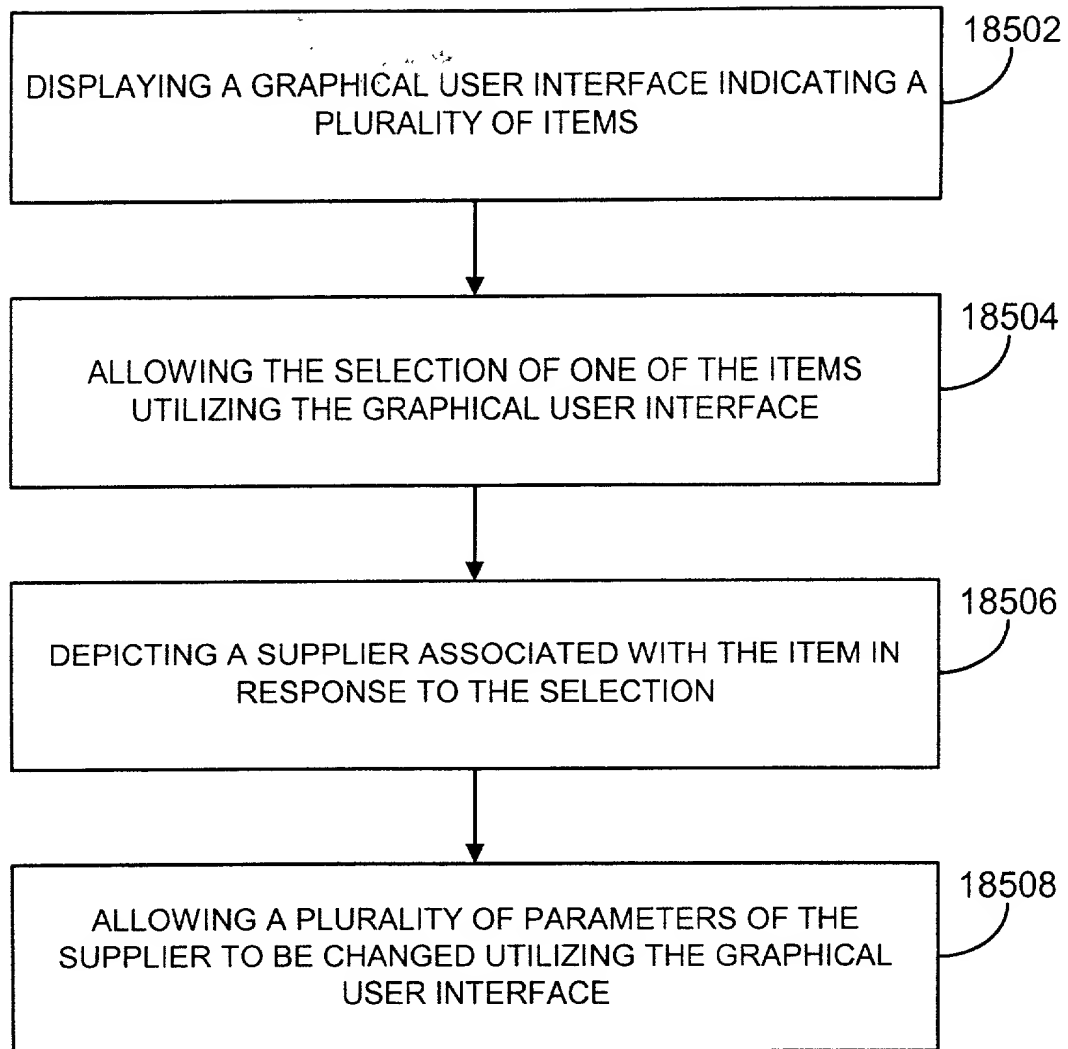
18400

| Item<br>Description | Conv.<br>Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36              |

18402

FIG. 184

18500



**FIG. 185**

18600

| Item Description | Supplier FOB           |
|------------------|------------------------|
| CUP-COLD 16 OZ   | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 22 OZ   | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 32 OZ   | DOPACO-DOWNINGTOWN, PA |

|                     |                |                      |   |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No:             | CP2942  |
| Items per Case:     |                | Tie Qty:             | 5   |
| Innerpack Contents: | 1200           | High Qty:            | 5   |
| Item Size:          |                | Cases Per Pallet:    | 25  |
| Item Shelf Life:    |                | Stacking Allowed:    | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length:        | 22.125         | Mandatory            |   |
| Case Width:         | 15.125         | Case Cube:           | 3.43 CUBIC FEET   |
| Case Depth:         | 17.75          | Cases Per Truckload: | 769   |
| Case U/M            | INCH(S)        | Gross Weight:        | 29.28 POUND(S)  |
|                     |                | Net Weight:          | 27.28 POUND(S)  |

FIG. 186

18700

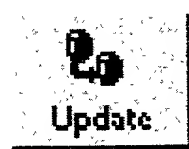
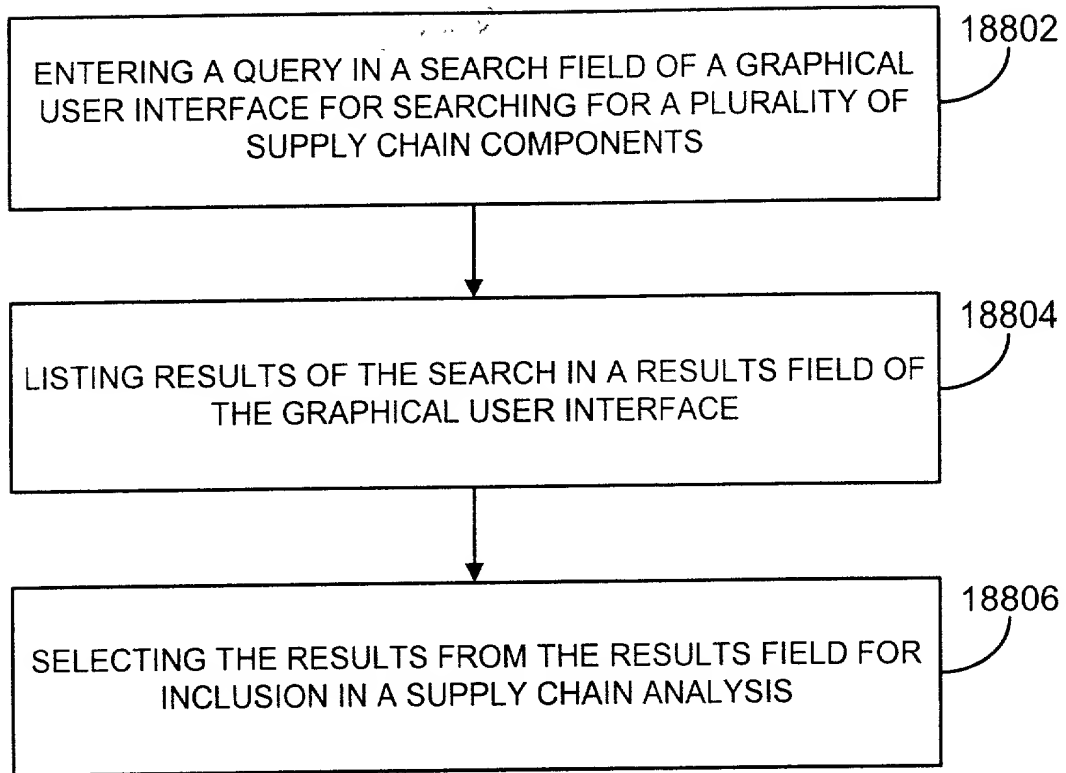


FIG. 187

18800



**FIG. 188**

18900

| Supplier                            | Terms | SLP/PLT | Minimum     | Maximum     | Include   |  |
|-------------------------------------|-------|---------|-------------|-------------|---|--|
| CAVENDISH FARMS                     |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| J.R. SIMPLOT COMPANY                |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| LAMB-WESTON, INC.                   |       | Pallet  | 200,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| Supplier FOB                        |       |         | Minimum     | Maximum     | Include   |  |
| LAMB-WESTON, INC.-PASCO, WA         |       |         | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| LAMB-WESTON, INC.-RICHLAND WA       |       |         | 0           | 55,000,000  | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID |       |         | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |

FIG. 189

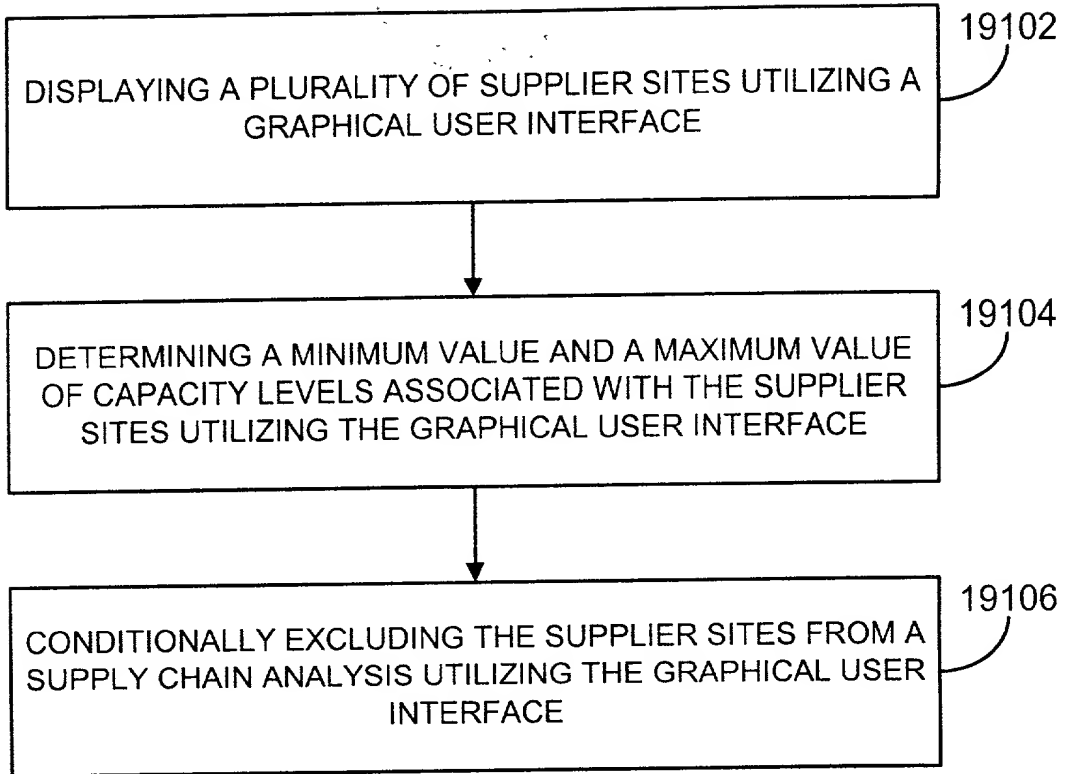
19000

| Supplier                                | Terms | SLP/PLT | Minimum     | Maximum     | Include   |  |
|---|-------|---------|-------------|-------------|---|--|
| MCCAIN FOODS                            |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| NESTLE FOOD COMPANY                     |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| ORE-IDA FOODS                           |       | Pallet  | 225,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| Supplier FOB                            |       |         | Minimum     | Maximum     | Include   |  |
| MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND |       |         | 18,000,000  | 30,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |  |
| MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE   |       |         | 45,000,000  | 50,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |  |
| MCCAIN FOODS, INC.-OTHELLO, WA          |       |         | 27,000,000  | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |

FIG. 190



19100



**FIG. 191**

19200

| Supplier                   | # | Volume |  |
|----------------------------|---|--------|--|
| HUDSON INDUSTRIES          | 0 |        |  |
| INTERNATIONAL DIVERSEFOODS | 0 |        |  |
| SUPERIOR COFFEE & FOODS    | 0 |        |  |

| Supplier FOB              | Item              | Cont FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK         | 8 4200   | 0 |        |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9 2300   | 0 |        |

FIG. 192

**FIG. 193**

2

↑ 10 ↓

FIG. 194

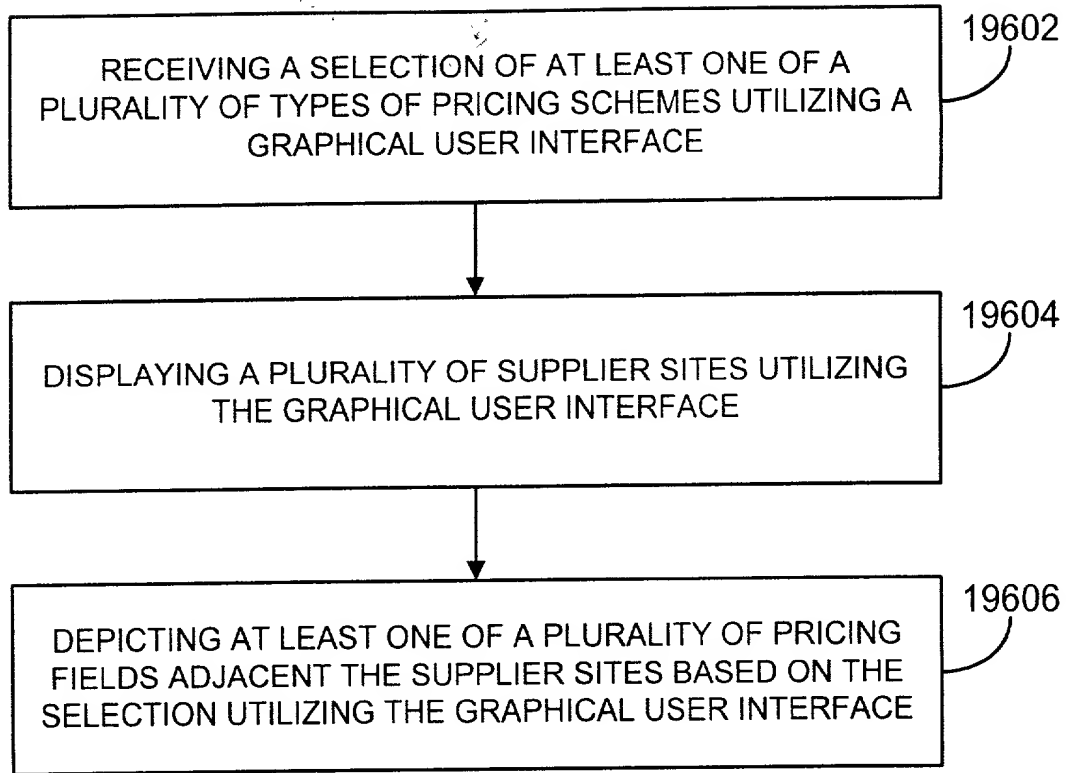
19500

| Item Description        |           | Supplier FOB                   |        |
|-------------------------|-----------|--------------------------------|--------|
| FRIES-COATED            |           | CAVENDISH-PRINCE EDWARD        |        |
| FRIES-COATED            |           | J.R. SIMPLOT COMPANY-HERMISTON |        |
| FRIES-COATED            |           | LAMB-WESTON, INC.-PASCO, WA    |        |
| Distribution Center     | Delivered | #                              | Volume |
| AMERISERVE-OMAHA, NE    | 0 3750    | 0                              | 0      |
| AMERISERVE-PLYMOUTH, MN | 0 3850    | 0                              | 0      |
| AMERISERVE-WAUKESHA     | 0 3670    | 0                              | 0      |
| FLEMING FOODS-KAPOLEI   | 0 4725    | 0                              | 0      |
| KING PROVISION-ATLANTA  | 0 3950    | 0                              | 0      |

FIG. 195

FOODS, INC. 19500

19600



**FIG. 196**

19700

Total Rest. Growth Amount 5.00% ~ 19702 Usage Period 09/01/97 to 08/31/98

| Distribution Center          | Current Rest. Count | Restaurant Growth % | Projected Avg. Rest. Count |
|------------------------------|---------------------|---------------------|----------------------------|
| AMERISERVEPOST-ALBUQUERQUE   | 27                  | 5.00%               | 28                         |
| AMERISERVEPOST-DENVER        | 35                  | 5.00%               | 37                         |
| AMERISERVEPOST-SALT LAKE, UT | 2                   | 5.00%               | 2                          |
| AMERISERVE-OMAHA, NE         | 166                 | 5.00%               | 174                        |

FIG. 197

19800

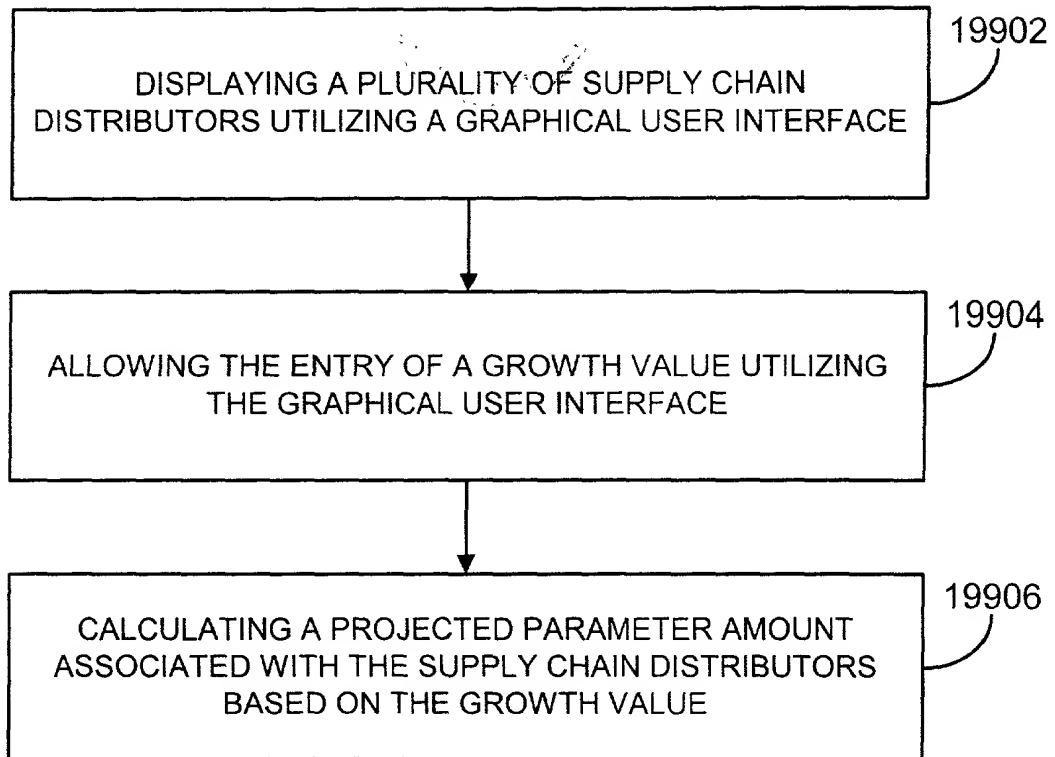
| Item          | Item Growth % | Usage Period |
|---------------|---------------|--------------|
| CHICKEN-PATTY | 0.00%         |              |

| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| AMER-OMAMA          | 44,035         | 166                   | 98.49%       | 24.12     | 4.00%          | 49,205          |
| AMER-PLYMOUTH       | 37,141         | 177                   | 100.00%      | 18.30     | 5.00%          | 40,823          |
| AMER-MILWAUK        | 38,520         | 188                   | 100.00%      | 19.02     | 0.00%          | 42,909          |

FIG. 198

19900



**FIG. 199**

20000

| Supplier FOB                        |  | Address   |           |
|-------------------------------------|--|---|-----------|
| CAVENDISH FARMS                     |  | Dieppe  | NB E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  |  | Hermiston   | OR 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID |  | American Falls  | ID 83211  |
| Distribution Center                 |  | Lane Restriction  |           |
| AMERISERVE/POST-ALBUQUERQUE         |  | <input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded |           |
| AMERISERVE/POST-DENVER              |  | <input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded |           |
| AMERISERVE/POST-SALT LAKE, UT       |  | <input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded |           |
| AMERISERVE-OMAHA, NE                |  | <input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded |           |
| AMERISERVE-PLYMOUTH, MN             |  | <input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded |           |

20002

FIG. 200


20100

| Supplier FOB                        |  | Address   |           |
|-------------------------------------|--|---|-----------|
| CAVENDISH FARMS                     |  | Dieppe  | NB E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  |  | Hermiston   | OR 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID |  | American Falls  | ID 83211  |
| Distribution Center                 |  | Lane Restriction  |           |
| AMERISERVE/POST-ALBUQUERQUE         |  | <input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded |           |
| AMERISERVE/POST-DENVER              |  | <input checked="" type="radio"/> Solver <input type="radio"/> Required <input type="radio"/> Excluded |           |

FIG. 201

20200

Invalid Selection

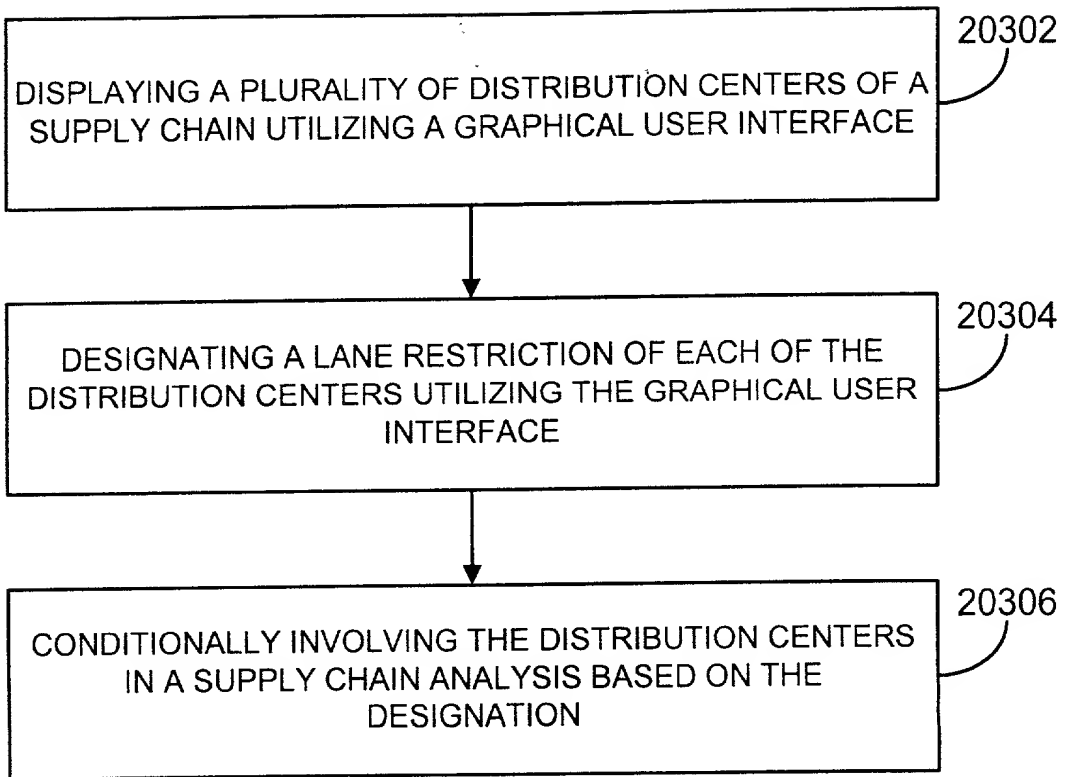

**AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.**

OK

FIG. 202



20300



**FIG. 203**

20400

| Supplier FOB                        |                   | Address       |        | ↑ |
|-------------------------------------|-------------------|---------------|--------|---|
| CAVENDISH FARMS                     | Dieppe            | NB            | E1A6X4 |   |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston         | OR            | 99933  |   |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls    | ID            | 83211  | ↓ |
| Distribution Center                 | Truckload Freight | Lane Distance |        | ↑ |
| AMERISERVEPOST-ALBUQUERQUE          | 1,617             |               |        |   |
| AMERISERVEPOST-DENVER               | 1,277             |               |        |   |
| AMERISERVEPOST-SALT LAKE, UT        | 691               |               |        |   |

FIG. 204

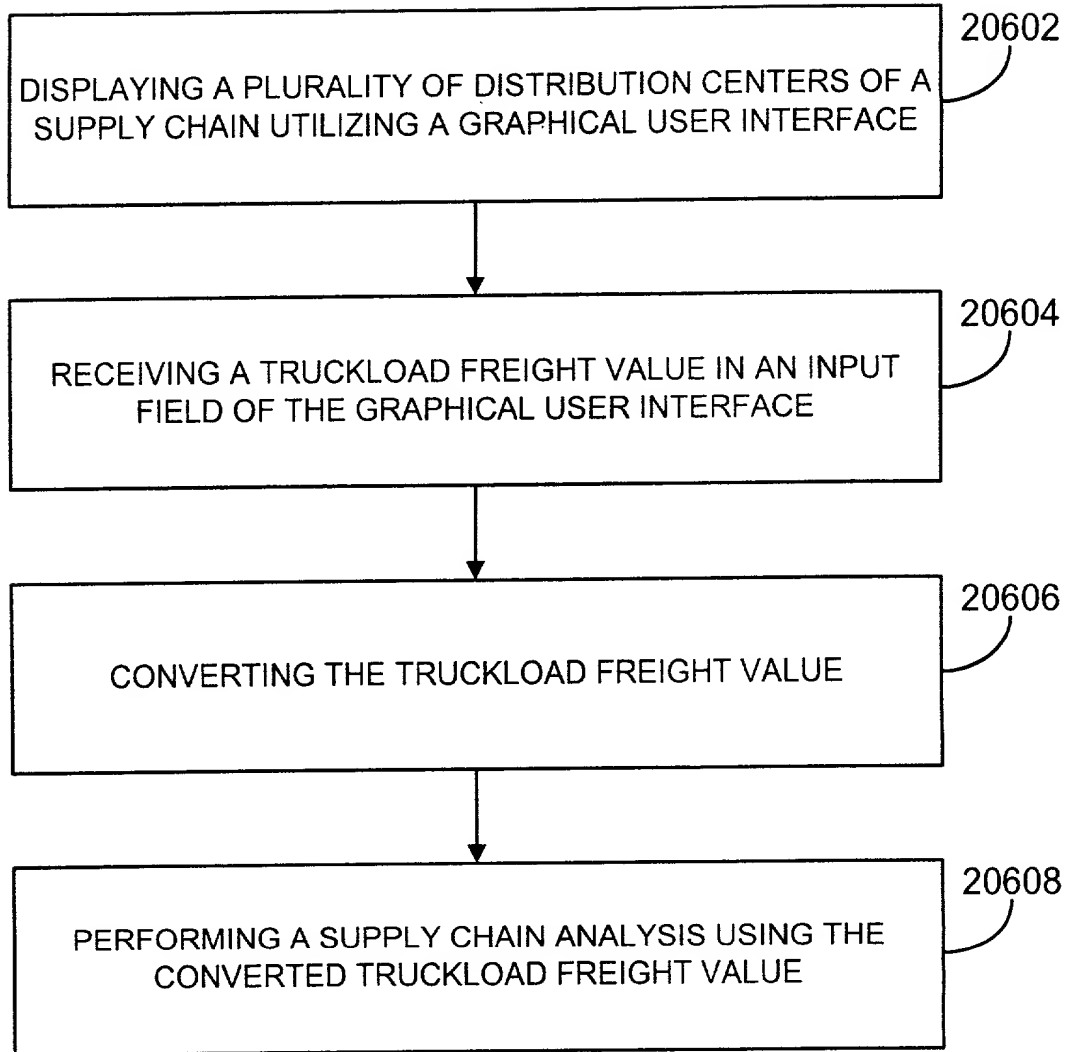
20500

| Supplier FOB                  |              | Address     |                |                    |                     |                      |              |  |  | ↑ |
|-------------------------------|--------------|-------------|----------------|--------------------|---------------------|----------------------|--------------|--|--|---|
| O.K. FOODS-FORT SMITH AR      | Fort Smith   | AR          | 72904          |                    |                     |                      |              |  |  |   |
| TYSON FOODS-GREEN FORREST, AR | Green Forest | AR          | 72638          |                    |                     |                      |              |  |  |   |
| TYSON FOODS-RUSSELVILLE AR    | Russelville  | AR          | 72601          |                    |                     |                      |              |  |  |   |
| Distribution Center           | Weight       | LTL Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + |  |  | ↑ |
| PS-ATLANTA                    | 15,000       |             |                |                    |                     | 1.10                 |              |  |  |   |
| PS-BURLINGTON                 | 15,000       | 400.00      |                |                    |                     | 1.20                 |              |  |  |   |

FIG. 205

T09070"E09T860

20600



**FIG. 206**

0916093-070601

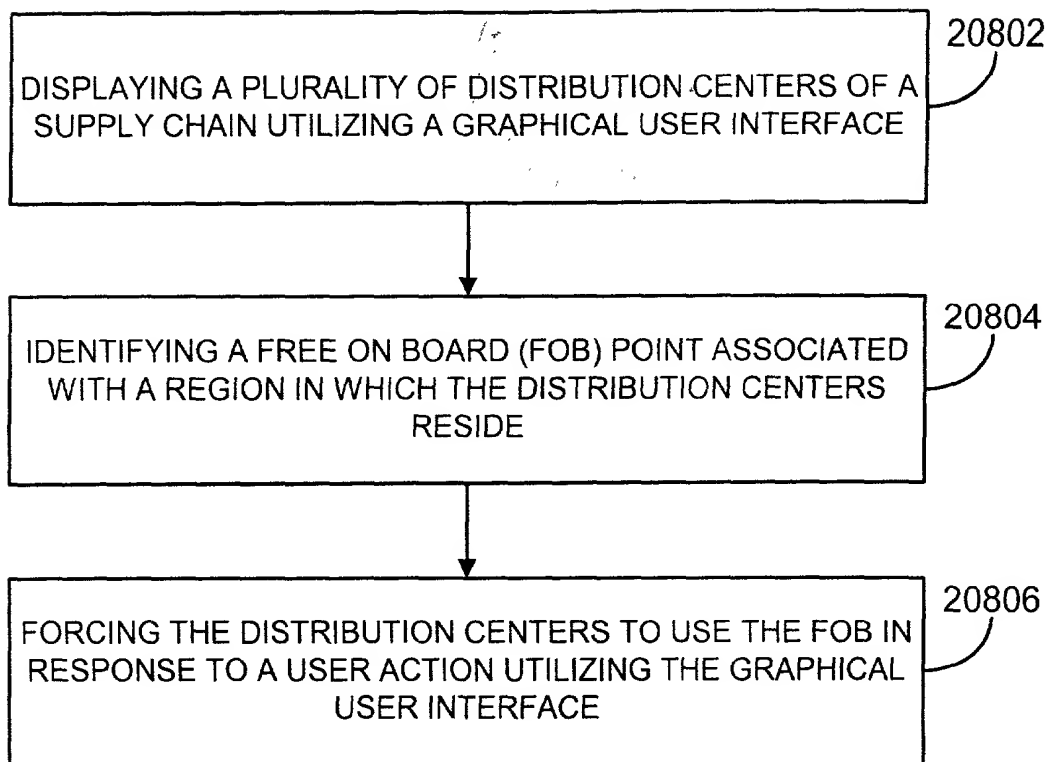
20700



| Analysis Region               |  | Force FOB                 |                                     |
|-------------------------------|--|---------------------------|-------------------------------------|
| MCCABE-PORTLAND/NW-ANCHORAGE  |  | <input type="radio"/> Yes | <input checked="" type="radio"/> No |
| Distribution Center Name      |  | Site Role                 |                                     |
| MCCABE QUALITY FOODS-PORTLAND |  | Corporate & FOB Point     |                                     |
| RESTAURANTS NW-ANCHORAGE      |  | Corporate & FOB Point     |                                     |

FIG. 207

20800



**FIG. 208**

20900



FIG. 209

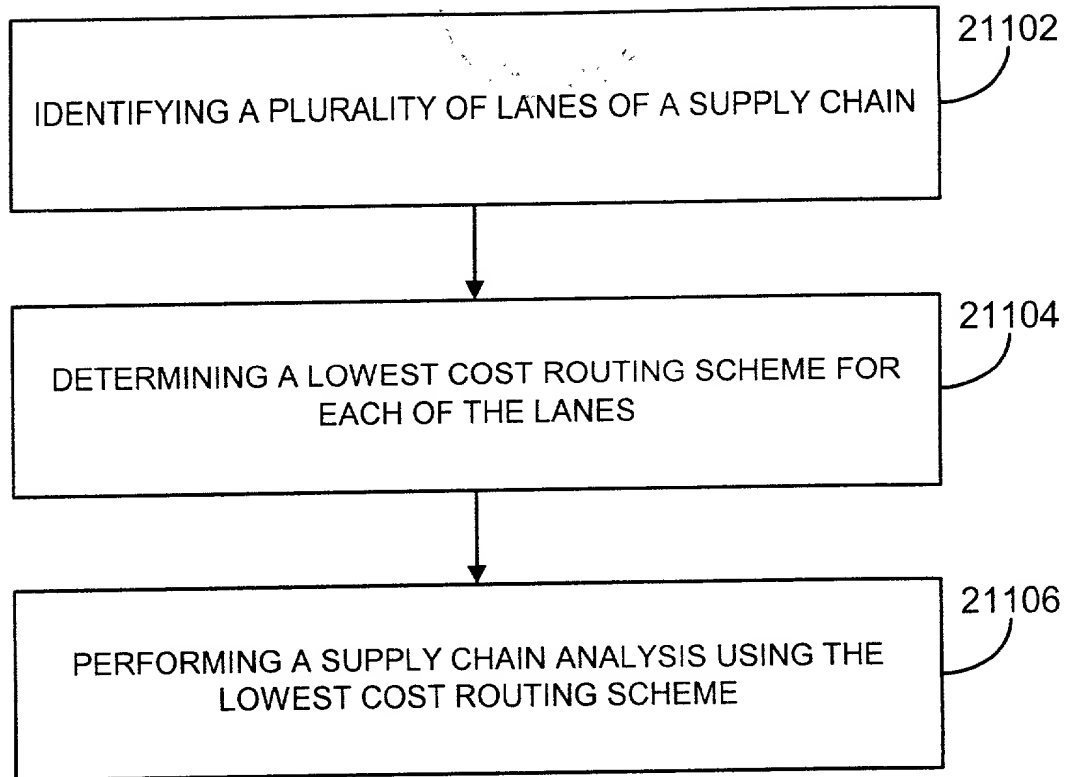
21000

| Report Selection     |                         | Report Name:                                  |
|----------------------|-------------------------|---|
| Report Type:         | Optimal Product Routing | Freight Information Provided                  |
| Report Parameters:   |                         | Freight Information Provided                  |
| Supplier:            | (All)                   | LTL Routing Grid By Lane                      |
| Supplier FOB:        | (All)                   | Routing Results By Lane                       |
| Distribution Center: | (All)                   | Routing Results By Lane, Item                 |
| Version:             | Base Version            | Routing Results w/ RDC Breakout By Lane       |
|                      |                         | Routing Results w/ RDC Breakout By Lane, Item |
|                      |                         | TL Freight Variance Analysis                  |

FIG. 210

FIG. 209

21100



**FIG. 211**

21200

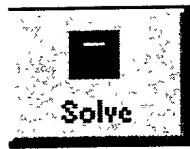




FIG. 212

21300

Report Selection

Report Type: **Awarded Volume** 

Report Name: **Awarded Volume by Item - Detail** 







|                         |   |
|-------------------------|---|
| Awarded Volume          |  |
| Comparison Reports      |  |
| Cost Matrix Preview     |  |
| Optimal Product Routing |  |
| Tab Reports             |  |
| ew Capacity & Prices    |  |

FIG. 213



21400

Awarded Volume by Item - Detail

Awarded Volume by Item - Detail

Awarded Volume by Item - Freight

Awarded Volume by Item - Summary

Competing DC Freight Analysis by Item

Lane Assignment Matrix

Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion)

Invoice FOB Detail Comparison (no conversion)

Invoice FOB Detail Comparison (with conversion)

Invoice FOB Savings Comparison (no conversion)

Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type: Comparison Reports

Report Name: Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion)

Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

A screenshot of a software interface. At the top, a label 'Item:' is followed by a text box containing 'HASH BROWNS(ROUND)'. Below this, a label 'Comparison Versions:' is followed by a list box containing three items: 'Base version', 'With LTL riding with CCF, forced TL', and 'LTL moving with CCF, no Cavendish'. At the bottom, a label 'Include Cost Matrices:' is followed by two radio buttons: 'Yes' (which is selected) and 'No'.

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

21900

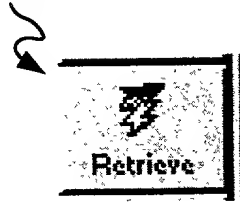
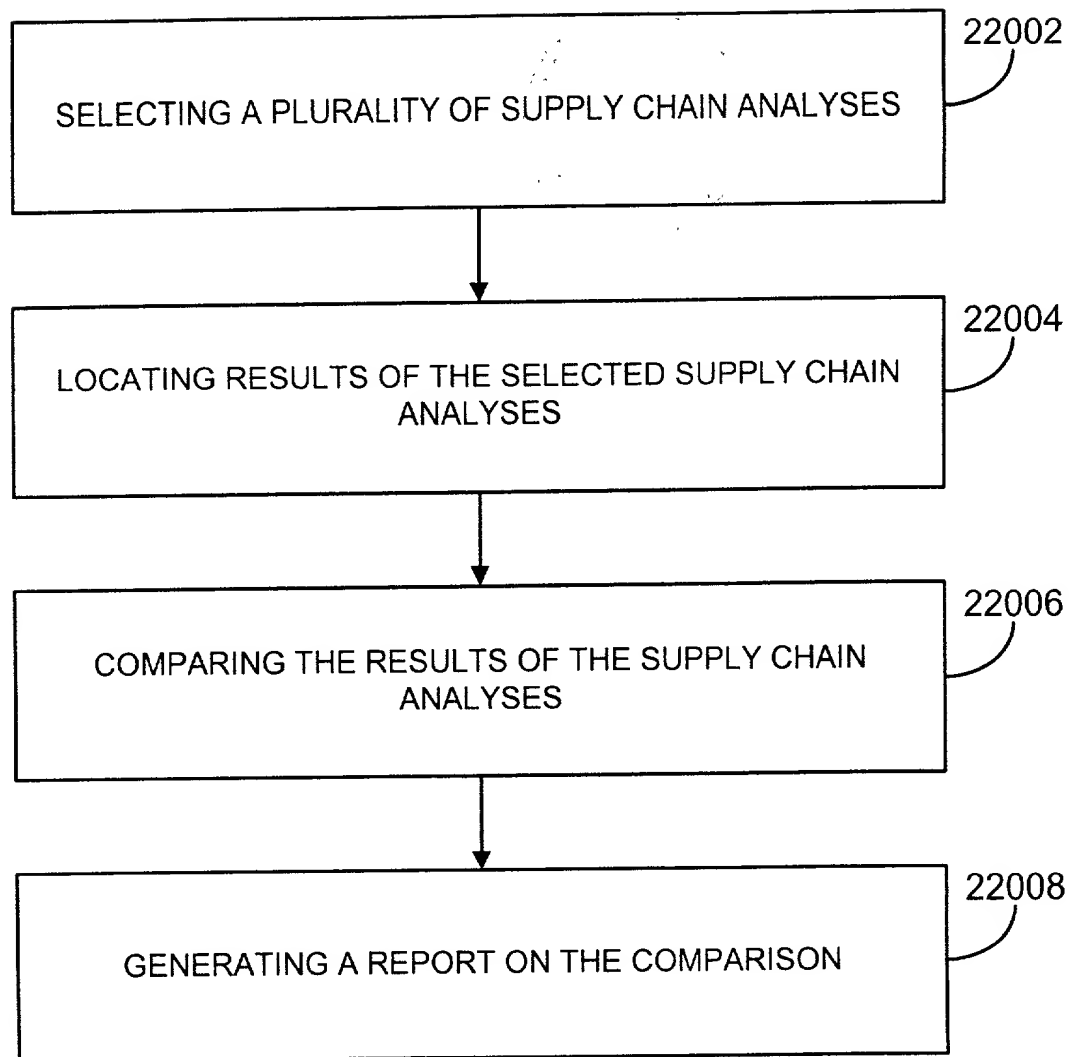


FIG. 219

22000



**FIG. 220**

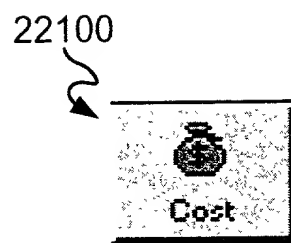


FIG. 221

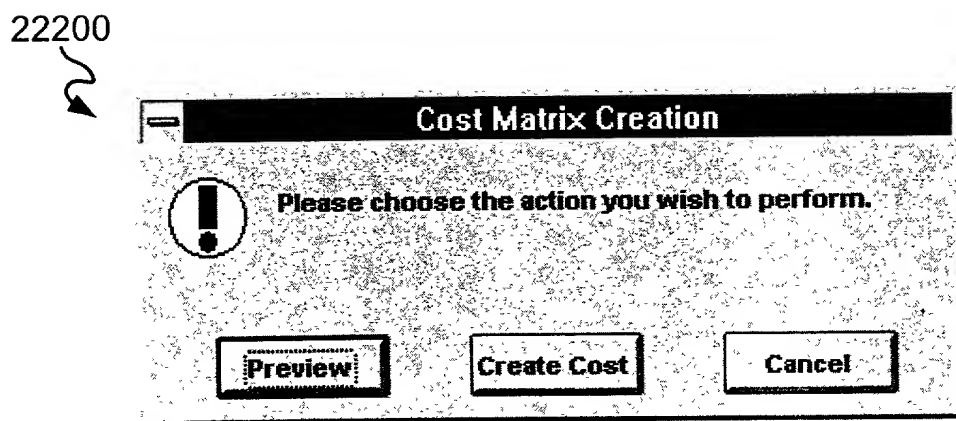


FIG. 222

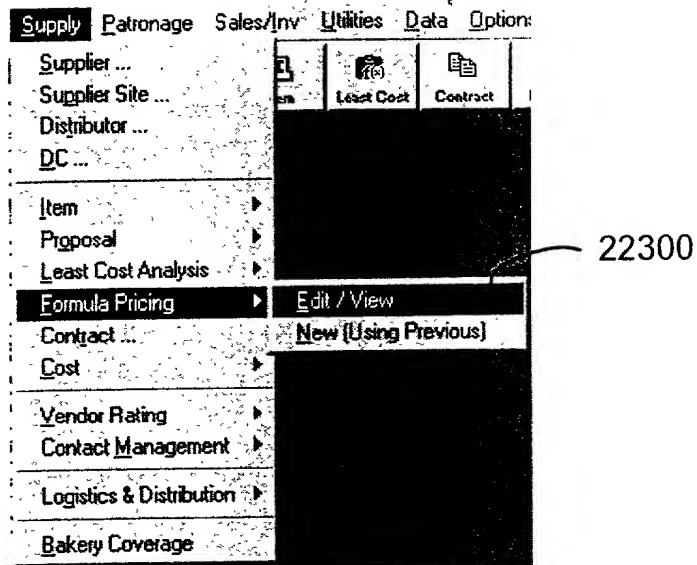


FIG. 223

22400

FIG. 224

22500

| Formula Pricing - BEEF - 77% - 04/06/98 |                         |                         |                         |                         |                         |                         |                            |                         |                            |                            |                     |                          |
|---|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|--------------------------|
| General Info                            |                         | Pricing                 |                         | Freight                 |                         | Formulas                |                            | Block Cost              |                            | Adjustments                |                     |                          |
| Date                                    | FRSH<br>DOM 58%<br>TRIM | FRSH<br>DOM 65%<br>TRIM | FRSH<br>DOM 73%<br>TRIM | FRSH<br>DOM 75%<br>TRIM | FRSH<br>DOM 88%<br>LEAN | FRSH<br>DOM 85%<br>LEAN | FRSH<br>DOM 98%<br>LEAN BL | FRSH<br>DOM 98%<br>LEAN | FRSH<br>DOM 98%<br>LEAN YW | FRZN<br>DOM 98%<br>LEAN BL | IMP AUS<br>98% LEAN | Lean<br>Fine Trx<br>Beef |
| 03/23/98                                | 0.8800                  | 0.9100                  | 0.9052                  | 0.9300                  | 0.9318                  | 0.9900                  | 0.9900                     | 0.9950                  | 1.0000                     | 0.9500                     | 0.9500              | 0.7960                   |
| 03/24/98                                | 0.8800                  | 0.9100                  | 0.9149                  | 0.9400                  | 0.9224                  | 0.9800                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9400                     | 0.9600              | 0.8400                   |
| 03/25/98                                | 0.8800                  | 0.9150                  | 0.8857                  | 0.9100                  | 0.9224                  | 0.9800                  | 1.1000                     | 1.1500                  | 1.2000                     | 0.9500                     | 0.9300              | 0.9200                   |
| 03/26/98                                | 0.8850                  | 0.9155                  | 0.8945                  | 0.9190                  | 0.9275                  | 0.9855                  | 1.2000                     | 1.2500                  | 1.3000                     | 0.9600                     | 0.9500              | 1.0000                   |
| 03/27/98                                | 0.8900                  | 0.9200                  | 0.9344                  | 0.9600                  | 0.9275                  | 0.9855                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9550                     | 0.9800              | 0.8400                   |
| 03/30/98                                | 0.8800                  | 0.9300                  | 0.9441                  | 0.9700                  | 0.9318                  | 0.9900                  | 0.9995                     | 0.9998                  | 1.0000                     | 0.9370                     | 0.9650              | 0.7998                   |
| 03/31/98                                | 0.8860                  | 0.9160                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.1250                  | 1.1500                     | 0.9550                     | 0.9870              | 0.9000                   |
| 04/01/98                                | 0.8700                  | 0.9200                  | 0.9393                  | 0.9650                  | 0.9224                  | 0.9800                  | 1.2000                     | 1.2300                  | 1.2600                     | 0.9630                     | 0.9630              | 0.9840                   |
| 04/02/98                                | 0.8500                  | 0.9400                  | 0.9490                  | 0.9750                  | 0.9318                  | 0.9900                  | 1.0000                     | 1.0250                  | 1.0500                     | 0.9540                     | 0.9870              | 0.8200                   |
| 04/03/98                                | 0.8515                  | 0.9700                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.0750                  | 1.0500                     | 0.9580                     | 0.9870              | 0.8600                   |
|   | 0.8753                  | 0.9247                  | 0.9275                  | 0.9529                  | 0.9300                  | 0.9881                  | 1.0690                     | 1.0950                  | 1.1210                     | 0.9572                     | 0.9659              | 0.8760                   |

FIG. 225

22600

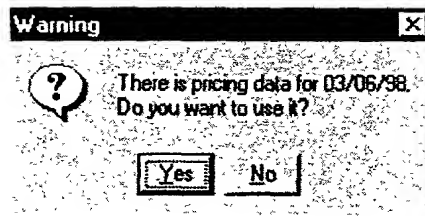


FIG. 226

22700

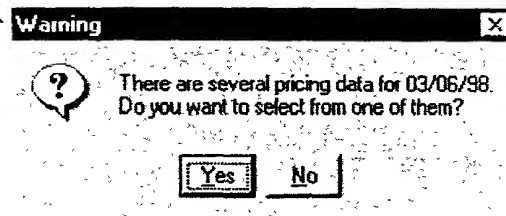


FIG. 227

22800

| Pricing ID | Calc. Date | Description          |
|------------|------------|----------------------|
| 10         | 03/08/98   | Beef Pricing 3/8/98  |
| 11         | 03/23/98   | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | **Freight** | Formulas | Block Cost | Adjustments

| Supplier FOB                       | Address                   |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE              | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805      |
| GOOD SERVINGS PRODUCTS-NH          | Manchester, NH 03108      |

| Material Type                  | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim        | 0.0450      |
| Fresh Domestic 65% Trim        | 0.0000      |
| Fresh Domestic 73% Trim        | 0.0000      |
| Fresh Domestic 75% Trim        | 0.0000      |
| Fresh Domestic 80% Lean        | 0.0000      |
| Fresh Domestic 85% Lean        | 0.0000      |
| Fresh Domestic 90% Lean        | 0.0400      |
| Fresh Domestic 90% Lean-Blue   | 0.0000      |
| Fresh Domestic 90% Lean-Yellow | 0.0000      |
| Frozen Domestic 90% Lean       | 0.0000      |
| Imported Australia 90% Lean    | 0.0150      |

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98

| General Info |        | Pricing |        | Freight |        | Formulas |        | Block Cost |        | Adjustments |        | Total  |        |
|--------------|--------|---------|--------|---------|--------|----------|--------|------------|--------|-------------|--------|--------|--------|
| Formula      | Pct.   | Cost    | Pct.   | Cost    | Pct.   | Cost     | Pct.   | Cost       | Pct.   | Cost        | Pct.   | Cost   | Total  |
| AFS-1        | 0.3120 | 0.2971  |        |         |        |          |        |            | 0.1880 | 0.2134      | 0.4000 | 0.3924 | 0.9948 |
| DIV-1        | 0.1400 | 0.1295  | 0.2000 | 0.1949  | 0.1400 | 0.1368   |        |            | 0.2000 | 0.2190      | 0.3200 | 0.3139 | 0.9941 |
| GS-1         | 0.3270 | 0.3042  |        |         |        |          |        |            | 0.1730 | 0.1972      | 0.3600 | 0.3548 | 0.9866 |
| S&C-1        | 0.2414 | 0.2200  |        |         |        |          | 0.2179 | 0.2026     | 0.2179 | 0.2153      | 0.2179 | 0.2386 | 0.9721 |
| SER-1        | 0.3250 | 0.2926  |        |         |        |          |        |            | 0.1750 | 0.1951      | 0.3650 | 0.3571 | 0.9684 |
| TEX-1        | 0.3090 | 0.2766  |        |         |        |          |        |            | 0.3410 | 0.3802      | 0.2500 | 0.2452 | 0.9916 |
| WHI-1        | 0.3250 | 0.2958  |        |         |        |          |        |            | 0.1750 | 0.1969      | 0.3650 | 0.3608 | 0.9765 |
| WIS-1        | 0.3325 | 0.2977  |        |         |        |          |        |            | 0.4675 | 0.5165      | 0.1000 | 0.0886 | 1.0018 |

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

| General Info |                   | Pricing | Freight    | Formulas | Block Cost | Adjustments                     |
|--------------|-------------------|---------|------------|----------|------------|---------------------------------|
| Formula      | Raw Material Cost | Yield   | Block Cost | Margin   | FOB Price  | Include?                        |
| AFS-1        | 0.9840            | 0.99    | \$0.9990   | 0.1232   | \$1.1222   | Y<br>Y<br>Y<br>Y<br>Y<br>Y<br>Y |
| DIV-1        | 0.9941            | 0.98    | \$1.0123   | 0.1669   | \$1.1792   |                                 |
| GS-1         | 0.9866            | 0.98    | \$1.0037   | 0.1287   | \$1.1324   |                                 |
| S&C-1        | 0.9721            | 1.00    | \$0.9721   | 0.1457   | \$1.1178   |                                 |
| SER-1        | 0.9684            | 0.99    | \$0.9831   | 0.1325   | \$1.1156   |                                 |
| TEX-1        | 0.9916            | 0.99    | \$1.0067   | 0.1232   | \$1.1299   |                                 |
| WHI-1        | 0.9765            | 0.98    | \$0.9939   | 0.1275   | \$1.1214   |                                 |
| WIS-1        | 1.0018            | 0.98    | \$1.0202   | 0.1334   | \$1.1536   |                                 |

FIG. 231



23200

| Formula Pricing - BEEF - 77% - 04/06/98                                |          |        |           |        |             |                |
|--|----------|--------|-----------|--------|-------------|----------------|
| General Info   Pricing   Freight   Formulas   Block Cost   Adjustments |          |        |           |        |             |                |
| Formula  | Raw Cost | Yield  | FOB Price | Margin | Adjustments | Adj. FOB Price |
| AFS-1  | 0.9840   | 0.9850 | 0.9990    | 0.1232 | 0.0000      | 1.1222         |
| DIV-1  | 0.9941   | 0.9820 | 1.0123    | 0.1869 | 0.1500      | 1.3292         |
| GS-1   | 0.9866   | 0.9830 | 1.0037    | 0.1287 | 0.0000      | 1.1324         |
| S&C-1  | 0.9721   | 1.0000 | 0.9721    | 0.1457 | 0.0000      | 1.1178         |
| SER-1  | 0.9684   | 0.9850 | 0.9831    | 0.1325 | 0.0000      | 1.1156         |
| TEX-1  | 0.9916   | 0.9850 | 1.0067    | 0.1232 | 0.0000      | 1.1299         |
| Amount Adjustment Desc   |          |        |           |        |             |                |
| 0.1500   | Upcharge |        |           |        |             |                |

FIG. 232

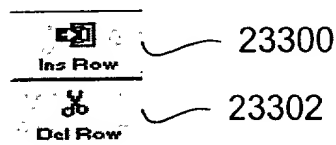


FIG. 233

23400



FIG. 234

23500

| Formula Maintenance     |                                    |                                 |            |
|-------------------------|------------------------------------|---------------------------------|------------|
| Formula ID              | Facility                           | Description                     | Short Name |
| 5                       | AMERICAN FOOD SERVICE              | American Food Service Formula A | AFS-1      |
| 7                       | DIVERSITY FOOD PROCESSING - VIRGIN | DIV Formula - 1b                | DIV-1      |
| 8                       | GOOD SERVINGS PRODUCTS - NH        | Good Servings Formula 1         | GS-1       |
| Number of Rows: 14      |                                    |                                 |            |
| Material Type           |                                    | Begin Date                      | Percentage |
| Fresh Domestic 50% Trim |                                    | 10/03/1997                      | 31.2000%   |
| Fresh Domestic 73% Trim |                                    | 10/01/1996                      | 20.0000%   |
| Fresh Domestic 85% Lean |                                    | 10/01/1997                      | 5.0000%    |
| Fresh Domestic 90% Lean |                                    | 10/01/1997                      | 18.8000%   |
| Number of Rows: 6       |                                    |                                 | 100.0000%  |

FIG. 235

| Supply                   | Patronage | Sales/Inv | Utilities | Window | Help |
|--------------------------|-----------|-----------|-----------|--------|------|
| Supplier...              |           |           |           |        |      |
| Supplier Site...         |           |           |           |        |      |
| Distributor...           |           |           |           |        |      |
| DC...                    |           |           |           |        |      |
| Item                     |           |           |           |        |      |
| Proposal                 |           |           |           |        |      |
| Least Cost Analysis      |           |           |           |        |      |
| Formula Pricing          |           |           |           |        |      |
| Contract...              |           |           |           |        |      |
| Cost                     |           |           |           |        |      |
| Vendor Rating            |           |           |           |        |      |
| Contact Management       |           |           |           |        |      |
| Logistics & Distribution |           |           |           |        |      |
| Bakery Coverage          |           |           |           |        |      |

23600

FIG. 236